

CA 20N
NA
-1998
C55
c.1
GOVPUB

For Internal Use Only

Compendium of Economic Development Programs & Services

Regional Economic Development
Ministry of Northern Development and Mines

March 1998



Presented to the
LIBRARY of the
UNIVERSITY OF TORONTO
by
John Stanley

INTRODUCTION

This **Compendium of Economic Development Programs and Services** has been developed by the Regional Economic Development Branch of the Ministry of Northern Development and Mines.

This compendium lists a wide range of programs and services designed to provide assistance to businesses, communities and individuals to increase the levels of economic activity in Northern Ontario. It includes brief descriptions of 98 programs sponsored by 26 organizations.

This document is a first attempt to compile information on economic development programs and services available to Northern Ontario clients. Although efforts have been made to be comprehensive, it is not all-inclusive. This compendium is designed for internal use only. Its purpose is to support front-line staff in providing general information to their clients. It is not to be made available to the public.

Although every effort has been made to have information verified by the sponsoring agency, all information must be treated with caution, as it may become outdated without notice. **In all instances, clients should be referred to the sponsoring agent to ensure they receive the most complete, accurate and up-to-date information.** Where available, contacts and website addresses are listed in the compendium.

It is expected that this compendium will be updated periodically. Any comments or suggestions or names of other programs that should be included in the next version should be forwarded to:

Bruce Pollard
Team Coordinator
Regional Economic Development Unit
Ministry of Northern Development and Mines
159 Cedar Street, Suite 601
Sudbury, Ontario
P3E 6A5
Phone: (705) 670-7136
Fax: (705) 670-7155
Email: pollarb3.gov.on.ca



ACRONYMS

| | |
|--------|---|
| AAFC | - Agriculture and Agri-Food Canada |
| AAC | - Agriculture Adaption Council |
| ABC | - Aboriginal Business Canada |
| BDBC | - Business Development Bank of Canada |
| CFI | - Canada Foundation for Innovation |
| CRC | - Communications Research Centre |
| DFC | - Department of Finance Canada |
| DFAIT | - Department of Foreign Affairs and International Trade |
| HRDC | - Human Resources Development Canada |
| IC | - Industry Canada |
| INAC | - Indian and Northern Affairs Canada |
| IRAP | - Industrial Research Assistance Program |
| MCCR | - Ministry of Consumer and Commercial Relations |
| MEDTT | - Ministry of Economic Development, Trade & Tourism |
| MEST | - Ministry of Energy, Science And Technology |
| MET | - Ministry of Education And Training |
| MNDM | - Ministry of Northern Development & Mines |
| MOF | - Ministry of Finance |
| MOH | - Ministry of Health |
| MMAH | - Ministry of Municipal Affairs and Housing |
| NOHFC | - Northern Ontario Heritage Fund Corporation |
| NRC | - National Research Council |
| OFA | - Office of Francophone Affairs |
| OITC | - Ontario International Trade Corporation |
| OMAFRA | - Ontario Ministry of Agriculture, Food & Rural Affairs |
| OWD | - Ontario Women's Directorate |

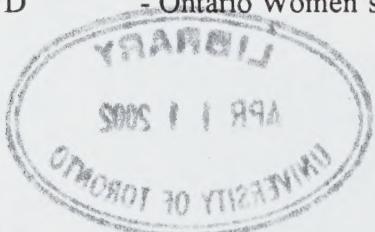


TABLE OF CONTENTS

| | |
|---|----|
| <u>Business Advisory Services</u> | 1 |
| Business Consulting Services – <i>MNDM</i> | 3 |
| Business Planning for Agri-Ventures – <i>AAFC</i> | 5 |
| Business Self-Help Offices – <i>MEDTT and MNDM</i> | 6 |
| Farm Family Advisor Program – <i>OMAFRA</i> | 7 |
| Logistics Consulting Service – <i>MNDM</i> | 8 |
| Professional Services Assistance Program - <i>OMAFRA</i> | 9 |
| Small Business Enterprise Centres – <i>IC, MEDTT and MNDM</i> | 10 |
| <u>Business Financing</u> | 11 |
| BDC Patient Capital – <i>BDBC</i> | 13 |
| BDC Term Loans – <i>BDBC</i> | 14 |
| BDC Venture Capital – <i>BDBC</i> | 15 |
| BDC Venture Loans – <i>BDBC</i> | 16 |
| Commodity Loan Guarantee Program – <i>OMAFRA</i> | 18 |
| Cultural Industries Development Fund – <i>BDBC</i> | 19 |
| Farm Plus Plan – <i>OMAFRA</i> | 21 |
| Growth Capital for Aboriginal Business – <i>BDBC</i> | 22 |
| Indian Economic Development Fund Loan Guarantee – <i>INAC</i> | 23 |
| Innovative Small Business – <i>FedNor and Royal Bank</i> | 24 |
| Micro Business Program – <i>BDBC</i> | 25 |
| Net Income Stabilization Account – <i>OMAFRA</i> | 26 |
| Northern Ontario Business Development Loan Fund - <i>FedNor and BDBC</i> | 27 |
| Ontario Feeder Cattle Loan Guarantee Program – <i>OMAFRA</i> | 28 |
| Pre-Commercial Fund – <i>FedNor</i> | 29 |
| Procurement Strategy for Aboriginal Business – <i>INAC</i> | 30 |
| Small Business Loans Act – <i>BDBC</i> | 31 |
| Working Capital for Growth – <i>BDBC</i> | 33 |
| <u>Community Economic Development</u> | 35 |
| Business Retention & Expansion Visitation Program – <i>OMAFRA/MNDM</i> | 37 |
| Canada/Ontario Infrastructure Works 2 – <i>IC/MNDM/MET/MOH/MMAH</i> | 38 |
| Canada Ontario Resource Development Agreement – <i>INAC/MNR</i> | 39 |
| CanAdapt – <i>AAC/AAFC</i> | 40 |
| Community Access Program – <i>IC</i> | 41 |

| | |
|--|----|
| Community Economic Development Program – <i>INAC</i> | 42 |
| Community Futures Development Corporations – <i>IC, FedNor</i> | 43 |
| Community Futures Program – <i>FedNor</i> | 44 |
| Development Capital for Tourism – <i>BDBC</i> | 45 |
| Economic Development Opportunity Fund – <i>INAC</i> | 47 |
| First Nations Forestry Program – <i>INAC</i> | 48 |
| Infrastructure Program (NOHFC), – <i>MNDM</i> | 49 |
| Northern Ontario Economic Development Fund – <i>FedNor</i> | 50 |
| Not-for-Profit – <i>FedNor</i> | 51 |
| Ontario Farm Tax Rebate – <i>OMAFRA</i> | 52 |
| Ontario Retail Sales Tax Refund – <i>OMAFRA</i> | 53 |
| Priority Grants – <i>OWD</i> | 54 |
| Regional/National Facilities – <i>CFI</i> | 55 |
| Resource Access Negotiations – <i>INAC</i> | 56 |
| Rural Job Strategy Fund – <i>OMAFRA</i> and <i>MNDM</i> | 57 |
| Rural Partnerships Initiative – <i>AAFC</i> | 58 |
| Strategic Partnerships Program (NOHFC) - <i>MNDM</i> | 59 |
| Tourism Program (NOHFC) – <i>MNDM</i> | 60 |
| Tourism Fund – <i>IC, FedNor</i> | 61 |
| <u>Employment/Training</u> | 63 |
| Aboriginal Workforce Participation Initiative – <i>INAC</i> | 65 |
| Adjustment Advisory Program – <i>MET</i> | 66 |
| Job Creation Partnerships – <i>HRDC</i> | 67 |
| Local Labour Market Partnerships – <i>HRDC</i> | 69 |
| New Hires Program – <i>DFC</i> | 70 |
| Sector Initiatives Fund – <i>MET</i> | 72 |
| Self Employment Benefit – <i>HRDC</i> | 74 |
| Social Assistance Transfer Funding – <i>INAC</i> | 76 |
| Special Labour Market Initiatives – <i>HRDC</i> | 77 |
| Targeted Wage Subsidies Program – <i>HRDC</i> | 78 |
| Transitional Jobs Fund – <i>HRDC</i> | 79 |
| Women in Engineering and Science Program – <i>NRC</i> | 80 |
| Work Sharing Program – <i>HRDC</i> | 81 |
| <u>Export/Trade Assistance</u> | 83 |
| New Exporters to Border States – <i>MEDTT and OITC</i> | 85 |
| Program for Export Market Development – <i>DFAIT</i> | 86 |
| Trade and Market Expansion Component (ABC) – <i>IC</i> | 89 |
| Working Capital for Exporters – <i>BDBC</i> | 91 |
| <u>Information/Networking Services</u> | 93 |
| Canada-Ontario Business Service Centre – <i>IC and MEDTT</i> | 95 |

| | |
|---|-----|
| Canadian Technology Network – <i>IC and NRC</i> | 97 |
| Ontario Business Connects – <i>MCCR</i> | 98 |
| Ontario Investment Services – <i>MEDTT</i> | 99 |
| Strategis – <i>IC</i> | 100 |
| WIN Exports – <i>DFAIT</i> | 101 |
| WISDOM Exchange – <i>MEDTT</i> | 102 |
| <u>Research and Development/Technology Support</u> | 103 |
| Communications Research Centre Innovation Centre Program - <i>IC</i> | 105 |
| Industrial Research Assistance Program – <i>NRC</i> | 107 |
| Innovation Technology Component (ABC) - <i>IC</i> | 108 |
| Institutional Innovation Fund – <i>CFI</i> | 110 |
| New Opportunities – <i>CFI</i> | 111 |
| Ontario Research and Development Challenge Fund – <i>MEST</i> | 112 |
| Research and Development Fund – <i>CFI</i> | 114 |
| Technology Inflow Program – <i>NRC</i> | 115 |
| Technology Partnerships Canada – <i>DFAIT</i> | 116 |
| Telecommunications Access Partnerships – <i>MEDTT</i> | 117 |
| <u>Youth</u> | 119 |
| Co-op Education Tax Credit - <i>MOF</i> | 121 |
| Economic Development Fund – <i>OFA</i> | 122 |
| Graduate Transitions Tax Credit - <i>MOF</i> | 124 |
| Job Connect – <i>MET</i> | 125 |
| NRC Science Collaborative Research Internships – <i>NRC</i> | 126 |
| Science and Technology Internship Program with SMEs – <i>NRC</i> | 127 |
| Student Summer Job Action – <i>HRDC</i> | 128 |
| Summer Experience Program – <i>MET</i> | 129 |
| Summer Jobs Service – <i>MET, MNDM</i> , | 130 |
| Youth Component (ABC)- <i>IC</i> | 131 |
| Young Entrepreneur Financing Program – <i>BDBC</i> | 133 |
| Youth Entrepreneurs Program – <i>MEDTT and Royal Bank</i> | 134 |
| Youth Internship Initiative – <i>FedNor</i> | 136 |
| Youth Internship Canada – <i>HRDC</i> | 138 |
| Youth Service Canada – <i>HRDC</i> | 139 |
| <u>Appendices</u> | 141 |
| Community Futures Development Corporations | 143 |
| FedNor | 145 |
| Human Resources Centres Canada | 146 |
| OMAFRA Northern Offices | 147 |
| MNDM – Northern Development Officers | 148 |
| Northern Development Advisors | 150 |



Digitized by the Internet Archive
in 2022 with funding from
University of Toronto

<https://archive.org/details/31761115479206>

BUSINESS ADVISORY SERVICES

Business Consulting Services

Sponsoring Organizations:

Ministry of Northern Development and Mines

Description:

Provides business consulting services including MEDTT's Innovative Growth Firm and Key Tourism Growth Business approach to support small and medium sized enterprises.

MNDM offers business consulting services through its 29 field offices across northern Ontario. These consultants offer professional consulting on:

- business strategy
- foreign market development
- competitiveness improvement
- finance.

Within each of their assigned geographic territories, the business consultants also provide direction to federal, provincial and municipal programs and services that meet business needs for:

- hiring technical expertise
- training employees
- business expansion
- foreign market development
- research and development
- technology acquisition
- strategic planning
- accessing research and educational institutions
- accessing business partnership and investment opportunities
- locating Ontario suppliers, industrial properties and buildings

Eligible Clients:

Small and medium sized enterprises that demonstrate:

- continuous innovation
- raising skill levels (training)
- increasing technological capability (adoption, adaptation, and development of advanced technologies)
- establishing companies' home-based activities in Ontario (especially strategic planning, marketing strategy, manufacturing, and product and process development)
- developing linkages and networks (with other companies, associations, communities, and educational or research institutions)

- building international capabilities (exporting)

Contact:

Northern Development Officers (see Appendix)
Northern Development Advisors (see Appendix)

Web site: www.gov.on.ca/MNDM

Business Planning for Agri-Ventures

Sponsoring Organization:

Agriculture and Agri-Food Canada

Description:

Access to professional business planning expertise. Administered by Farm Credit Corporation. Program ends March 1999.

Eligible Clients:

Farmers and farm associates.

Eligible Costs:

Business plan development for expansion, diversification and value added ventures on and off farm.

Terms:

Covers up to 50% of cost of developing business plan to maximum of \$10,000.

Contact:

Gloria Ponich
1-403-495-4594
1-888-322-2728

Web site: <http://www.agr.ca/progser/agrivene.html>

Business Self-Help Offices

Sponsoring Organizations:

Ministry of Economic Development, Trade and Tourism
Ministry of Northern Development and Mines in Northern Ontario

Description:

The Ontario Government has 32 Business Self-Help offices located throughout Ontario., six of which are in the North. Each office is staffed by knowledgeable business consultants capable of advising new and start-up businesses on the key aspects of business planning.

Self-Help offices can help businesses in a variety of ways, by providing:

- direct, one on one consultations concerning questions about small business;
- business seminars;
- books, pamphlets and articles on various business topics;
- guidance on licenses, permits, registration and other forms/documents required to start a small business;
- review and critique of business plans; and
- information about government loans to start a small business.

Eligible Clients:

Anyone seeking information and advice to start up their own business.

Terms:

Free service of Ontario Government.

Contact:

North Bay
705-474-0400
Fax 705-474-4493
1-800-465-6892

Sault Ste. Marie
705-759-5461
Fax 705-759-2185
1-800-565-4507

Timiskaming
705-672-5155
Fax 705-672-3200
1-800-361-2281

Sudbury
705-688-7582
Fax 705-671-6767
1-800-668-7582

Thunder Bay
807-622-3120
Fax 807-623-3962
1-800-668-9360

Timmins
705-264-3400
Fax 705-360-1394

Web Site: www.gov.on.ca/MNDM

Farm Family Advisor Program

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs

Description:

Confidential advice and assistance from a fellow farmer who has been trained to help those facing financial difficulties. The advisor will analyze the farm business and provide a report for the farmer outlining possible options, and if requested, provide assistance in carrying out recommended options.

Eligible Clients:

Farmers experiencing financial difficulty.

Terms:

Advisory service is free of charge.

Contact:

Local OMAFRA office (see Appendix)

Web site: <http://www.gov.on.ca/OMAFRA/>

Logistic Consulting Service

Sponsoring Organization:

Ministry of Northern Development and Mines

Description:

Specialists from MNDM, with business and logistics knowledge and experience, are available for one-on-one consultations with Northern Ontario shippers to provide practical, cost-effective solutions to distribution challenges. Advice may range from a verbal response to a query to the provision of a detailed written report based on a thorough analysis.

Consultants are available to review specific areas of concern, or analyze a company's distribution chain. Analysis can focus on existing markets and practices or it can be an overview of distribution issues related to expanding a new market – domestic, U.S. or overseas.

Eligible Clients:

The service is available without charge to any Northern Ontario business that requires transportation/distribution/logistics assistance.

Contact:

MNDM's Transportation Unit

Gerry Bouchard (bouchard_g@soov01.ndm.gov.on.ca)

Howie Wilcox (wilcox_h@soov01.ndm.gov.on.ca)

1-800-461-2287

705-945-5929

705-945-5931 Fax

Web site: <http://www.gov.on.ca/MNDM>

Professional Services Assistance Program

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs

Description:

Program assists farmers in financial difficulty obtain expert advice in financial management and planning as well as stress counselling.

Eligible Clients:

Farmers in financial difficulty

Terms:

Applicants must submit financial statements which demonstrate that they are in financial difficulty.

Contact:

Local OMAFRA offices (see Appendix)

Web site: <http://www.gov.on.ca/OMAFRA/>

Small Business Enterprise Centres

Sponsoring Organizations:

Industry Canada/Ministry of Economic Development, Trade and Tourism
Ministry of Northern Development and Mines in Northern Ontario

Description:

Offers one-stop convenience for support resources: market research, business plan development, information, networking and delivery of business training programs, assistance to identify joint-venture opportunities. Offers limited consultation services and access to publications.

There is one Small Business Enterprise Centre located in Northern Ontario (i.e. the Regional Business Centre, located in Sudbury)

Eligible Clients:

Small and medium sized enterprise entrepreneurs

Eligible Costs:

Research advisors offer support in market research, seminars and training programs, networking, financial and business planning, evaluation and resources.

Terms:

Appointment recommended

Contact:

Regional Business Centre
Sudbury
705-673-4161
Web site: <http://www.gov.on.ca/MNDM>

BUSINESS FINANCING

BDC Patient Capital

Sponsoring Organization:

Business Development Bank of Canada

Description:

Patient Capital® provides the long-term financing that innovative and knowledge-based businesses need to market their products or services, without diluting ownership. By working to recognize hard-to-value intellectual and intangible assets such as knowledge, ideas and growth potential, it can help high-growth, early stage companies that are having a difficult time securing financing.

Eligible Clients:

Patient Capital® is suitable for businesses with:

- a high-quality management team
- market ready products or services with high-margin potential
- proven market acceptance of products or services with orders on hand
- solid growth prospects
- a clear market niche
- a reasonable financial commitment from principals

Eligible Costs:

- support working capital
- finance market development costs

Terms:

- amounts range from \$50,000 to \$250,000 (follow-up financing can bring the commitment up to \$500,000)
- principal repayment can be postponed and interest capitalized for up to three years
- in most cases loans are amortized over six to eight years
- base interest rate plus a royalty on your firm's sales
- borrower receives support from BDC counsellors

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

BDC Term Loans

Sponsoring Organization:

Business Development Bank of Canada

Description:

BDC offers flexible term loans for a variety of commercially viable projects, including expansion projects, plant overhauls, the purchase of existing businesses and the acquisition of fixed assets. In some cases, the loan may be used to reconstitute working capital depleted by capital expenditures or to finance sales growth.

Eligible Clients:

Term loans are suitable for businesses that:

- have a skilled management team
- clearly have the ability to repay
- have a good financial commitment from the owner
- can offer adequate security

Eligible Costs:

- acquiring fixed assets
- upgrading or expanding facilities
- acquiring an existing business
- replenishing working capital

Terms:

- flexible repayment methods (equal, graduated monthly or seasonal payments) to accommodate cash flow fluctuations
- unlike a demand loan, it has a guaranteed term and cannot be recalled without due cause
- floating or fixed interest rates for up to 20 years

Contact:

Business Development Bank of Canada
1 888 463 6232
Web site: <http://www.bdc.ca>

BDC Venture Capital

Sponsoring Organization:

Business Development Bank of Canada

Description:

BDC is a major investor of risk capital throughout Canada providing more than \$91 million to over 155 small and medium-sized companies since 1983. Its goal is to help its clients build successful business and, in so doing, generate shareholder returns commensurate with risk. BDC has the capital, expertise, proven experience and network connections to help businesses grow. Over 70% of BDC's venture capital investments are in high-technology companies.

Eligible Clients:

- small and medium-sized Canadian companies
- solid, comprehensive business plan
- unique product, technology, service or market approach
- dynamic, committed and competent management team

Eligible Costs:

- start-up financing
- marketing new products or services
- developing export markets

Terms:

- BDC will provide maximum financing of \$5 million, with an average initial investment of \$1 million
- three to seven years is the targeted investment horizon
- BDC will become a partner taking minority interest in your company - up to 49%
- BDC's experienced professionals become active members of your board of directors, bringing a fresh, objective and critical perspective to the decision-making process
- terms vary widely depending on stage of development, state of the economy and the company's needs. Our exit is achieved through public offerings of your company's stock, or sale of our position to a third party or to its shareholders

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

BDC Venture Loans

Sponsoring Organization:

Business Development Bank of Canada

Description:

An innovative form of financing that combines the characteristics of term loans and venture capital. BDC Venture Loans:

- combines the most attractive features of both traditional term loans and equity financing, allowing you to use your company's intangible assets to raise funds but without diluting your ownership
- maximizes your borrowing power by allowing you to borrow on the strength of your firm's earnings record, management capabilities and strong growth potential
- flexible and customized repayment schedules are designed to take into account the cash flow needs of your business
- professional counselling, customized to your needs, is an integral part of the program

Eligible Clients:

- a proven earnings record and above-average growth potential
- products or services that serve established markets
- a competitive advantage or promising strategic market position
- a competent, well-rounded and experienced management team

Eligible Costs:

- marketing existing products or services
- developing export markets
- financing intangible assets (e.g., ISO accreditation, limited R&D)
- supporting continued growth through increased working capital

Terms:

- quasi-equity financing between \$100,000 and \$1 million
- loan repayment is based on a combination of interest payments and royalties and is tailored to a company's projected cash flow
- the normal amortization period is six to eight years
- flexible pricing: base interest rate plus a royalty on your firm's sales

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

Commodity Loan Guarantee Program

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs

Description:

Provides operating credit at competitive rates, for the production of eligible crops.

Eligible Clients:

Applicants must be enrolled in crop insurance and have satisfactory credit/financial history.

Contact:

Agriculture Commodity Corporation

Phone: 519-766-9775

Fax: 519-766-9775

Web site: <http://www.gov.on.ca/OMAFRA>

The Cultural Industries Development Fund

Sponsoring Organization:

Business Development Bank of Canada

Description:

The Cultural Industries Development Fund helps businesses in the cultural milieu improve their market position through flexible loans of between \$20,000 and \$250,000. Sponsored by the Department of Canadian Heritage and administered by the BDC.

Eligible Clients:

- 75% Canadian-owned and controlled
- company must have been in business for at least two years
- gross revenues for the most recent fiscal year (except recording companies) must be over \$200,000 (in Québec and Ontario) and over \$100,000 (other provinces)
- recording companies must have minimum annual sales of \$50,000 in their most recent fiscal year
- eligible firm must have the skills and financial resources to meet all their financial obligations

Eligible Costs:

The CIDF is designed for cultural businesses in the following industries:

- book publishing
- magazine publishing
- sound recording and music publishing
- film and video production
- multimedia and CD-ROM production

Terms:

- repayment terms and conditions are flexible and varied (monthly/quarterly/seasonal or yearly principal installments)
- loans can be structured as quasi-equity/Venture Loans, which include a participation or royalty fee, and could require a higher rate of return
- term of the loan should not exceed five years
- a final balloon payment may be scheduled
- all loans are authorized at a fixed interest rate for the duration of the loan (CIDF loans are normally equivalent to the prime rate of major chartered banks)
- financing can be made in conjunction with a conventional loan from an outside lender or the BDC

Contact:

Business Development Bank of Canada
1 888 463 6232
Web site: <http://www.bdc.ca>

Farm Plus Plan

Sponsoring Organizations:

Ontario Ministry of Agriculture, Food and Rural Affairs
Participating Credit Unions/Caisse Populaires

Description:

Program allows participating credit unions & caisse populaires to channel the money from local GIC deposits into a special pool which will be used exclusively for farm related business loans and mortgages.

The government guarantees a portion (20 percent) of the loan/mortgage to the credit union/caisse populaire.

Eligible Clients:

Agriculture or related businesses

Terms:

Applicants must meet the normal lending requirements of the participating credit union/caisse populaire.

Contact:

Farm Assistance Program Branch
OMAFRA
Bill Mantel
519-826-3453
Web site: <http://www.gov.on.ca>

Participating Credit Unions/Caisse Populaires

Growth Capital for Aboriginal Business

Sponsoring Organization:

Business Development Bank of Canada

Description:

Aboriginal entrepreneurs own and operate well over 20,000 businesses in Canada in virtually every sector of the economy. To increase access to capital for Aboriginal entrepreneurs who want to start a small business or expand an existing business operating on or off a reserve in Canada, BDC has introduced the product Growth Capital for Aboriginal Business.

Eligible Clients:

This product is suitable for entrepreneurs:

- with a commercially viable business proposal
- with an acceptable level of management expertise
- demonstrating financial commitment
- willing to take part in a mentorship program
- operating on or off reserve in all areas of Canada

Eligible costs:

The loan can be used for acquiring fixed assets, financing franchise fees, covering start-up costs, developing new markets, or replenishing working capital depleted by capital expenditures.

Terms:

- financing of up to \$100,000 for existing businesses and up to \$25,000 for start-ups
- interest rates and compensation are determined on a project-by-project basis and reflect the risk associated with the proposal
- payments of principal may be deferred for the first year, stepped and seasonal payments are available, where appropriate

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

Indian Economic Development Fund Loan Guarantees

Sponsoring Organization:

Indian and Northern Affairs Canada

Description:

A loan guarantee is not designed to reduce unacceptable business risk, but rather to solve the problems caused by the Indian Act in taking appropriate loan security. Under the loan guarantee, the bank is required to take all normal security (except on reserve realty mortgages). Guarantees are supplied to designated lenders, usually chartered banks.

Eligible Clients:

- business is owned by status Indian
- business is located on an Indian Reserve in Canada
- Business is not incorporated

Eligible Costs:

- guarantee will be for a maximum of 80 percent of the loan amount
- the interest rate must not exceed prime + 1 percent

Terms:

- regional limit is \$100 000
- application forms require the inclusion of a business plan

Contact:

Greg Hancock
Policy Analyst
416-973-8288

Web site: <http://www.inac.gc.ca>

Innovative Small Business

Sponsoring Organization:

FedNor and Royal Bank

Description:

Funds for expansion phase.

Eligible Clients:

Small and medium sized enterprises less than \$10 million annual sales, located in north, establish products/new production.

Eligible Costs:

Expansion phase of biotechnology and agri and info technology. Plastics processing, minerals, medical devices, new materials.

Terms:

Term loans of \$50,000 to \$250,000 up to five years.

Contact:

FedNor offices (see Appendix)

Royal Bank Business Centres:

North Bay
705-494-7120
Fax 705-494-7156

Thunder Bay
807-623-1891
Fax 807-623-5768

Sault Ste. Marie
705-759-7024
Fax 705-759-4186
Web site: <http://strategis.ic.gc.ca/SSG/fn00010e.html>

Sudbury
705-688-4710
Fax 705-688-0960

Micro Business Program

Sponsoring Organization:

Business Development Bank of Canada

Description:

The Micro Business Program supports the growth and development of some of the smallest innovative businesses by providing a total solution to their business needs. The program combines personalized management support with term financing of up to \$50,000 for existing businesses and up to \$25,000 for start-ups. To further support growth during the critical early years, the program also features two years of follow-up mentoring and management support.

Eligible Clients:

The Micro Business Program is suitable for businesses/individuals who:

- are in the start-up or early-growth phase
- can demonstrate realistic market and sales potential
- possess experience or expertise in their chosen field
- demonstrate key personal characteristics of a successful entrepreneur

Eligible Costs:

- working capital
- acquiring fixed assets
- product research

Terms:

With a strong management foundation and a comprehensive business plan, you are at the point where you may require term financing to launch your project. For established micro businesses, financing between \$5,000 and \$50,000 may be available. If your micro business is in the start-up phase, you may qualify for up to \$25,000.

Contact:

Business Development Bank of Canada
1 888 463 6232
Web site: <http://www.bdc.ca>

Net Income Stabilization Account

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs

Description:

The Net Income Stabilization Account provides income support that can be drawn out if needed, such as after a bad year. It is based on net sales (produce sold minus produce bought). Producers deposit 2 percent of their net sales which is then matched by the provincial and federal governments (1 percent each).

Withdrawals are triggered when either:

- the current year margin (net sales minus eligible expenses) falls below the previous five year average; or
- the producer's net income from all sources falls below the sum of \$10 000 or \$20 000 for a family

Eligible Clients:

- eligible producers
- all non-supply managed commodities are eligible for NISA coverage

Terms:

- money put in this program is considered as investment and does not have the same tax incentives as an RRSP
- the producer's contribution on account earns a 3% premium above the competitive rate

Contact:

Local OMAFRA office (see Appendix)

Web site: <http://www.gov.on.ca/OMAFRA>

NISA Administration
P.O. Box 6100
Winnipeg, Man
R3C 3A4
Tel. 1-800-665-6472

Northern Ontario Business Development Loan Fund

Sponsoring Organization:

FedNor and Business Development Bank of Canada

Description:

Assistance for growth and market expansion of small and medium sized enterprises.

Eligible Clients:

Small and medium sized enterprises that meet Business Development Bank of Canada's policies and credit criteria and:

- Are located in Northern Ontario
- Possess strong and committed management
- Have a well developed business plan
- Have less than 200 employees
- Have less than \$10 million in annual sales
- Can demonstrate growth potential
- Agree to participate in management training or counselling programs

Eligible Costs:

- Business expansion
- Research and Development
- Pre-commercial product development
- Export market development and expansion
- Technological innovation
- Business diversification
- Quality initiatives

Terms:

- Term loans
- Working Capital for growth loans
- Venture Loans
- Patient Capital

Contact:

- Fednor offices (see Appendix)
Web site: <http://strategis.ic.gc.ca/SSG/fn00009e.html>
- Business Development Bank of Canada
1 888 463 6232
Web site: <http://www.bdc.ca>

Ontario Feeder Cattle Loan Guarantee Program

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs
Ontario Cattlemen's Association

Description:

The Ontario Ministry of Agriculture, Food and Rural Affairs provides a loan guarantee to co-operatives for the purchase of feeder cattle for feeding by members. The Ontario Cattlemen's Association provides program supervision in liaison with the Ministry for 15 co-operatives. OCA also provides a secretarial role to a committee that monitors and makes recommendations about operation of the program.

Eligible Clients:

- feeder cattle co-operative must have a minimum of 20 individual members and a board of directors of 5-10 members
- members must be at least 18 years old
- must be landowners or voting shareholders in corporations owning land or renting land
- membership fee must be at least \$25

Eligible Costs:

Purchase of feeder cattle.

Terms:

- eligible members may be approved for a loan of up to \$125 000
- each co-operative negotiates competitive interest rates and terms of loans with the lender

Contact:

Local OMAFRA offices (see Appendix)

Online office locations: <http://www.gov.on.ca/OMAFRA>

Ontario Cattlemen's Association

519-824-0334

Web site: <http://cattle.guelph.on.ca>

Pre-Commercial Fund

Sponsoring Organization:

Industry Canada/FedNor

Description:

Support for pre-competitiveness activities.

Eligible Clients:

Private sector small and medium sized enterprises that have been unsuccessful in securing funds from other sources.

Eligible Costs:

Early stage R & D, Market Feasibility Studies. Projects in high technology sector that have export and job creation potential will be favored.

Terms:

50% of eligible costs to maximum \$250,000; repayable

Contact:

FedNor offices (see Appendix)

Web site: <http://strategis.ic.gc.ca/SSG/fn00027e.html>

Procurement Strategy for Aboriginal Business

Sponsoring Organization:

Indian and Northern Affairs Canada

Description:

The Procurement Strategy for Aboriginal Business (PSAB), mandated by Treasury Board, is designed to increase the amount of goods and services purchased by the federal government from Aboriginal businesses.

Eligible Clients:

Aboriginal persons

Terms:

Methods of operations include the following:

- *Federal departments*: each federal department has to provide a target for the amount of purchases from Aboriginal businesses each year. Purchases can either be made in the normal manner, or by a "set aside" specifically for Aboriginal suppliers.
- *Aboriginal businesses*: can register with the Aboriginal Suppliers Inventory maintained by DIAND. Aboriginal suppliers' trade fairs can be arranged on request.
- *Other agencies*: agencies that do not report to Treasury Board are not covered by the PSAB, but are free to set up similar policies.

Contacts:

Aboriginal Suppliers Inventory: DIAND

Ontario Aboriginal Directory: may be purchased by calling 519-433-3918

Information regarding doing business with the federal government:

Public Works and Government Services Canada

Louise Kelly

905-715-5222

Information regarding the PSAB:

Indian and Northern Affairs Canada

Greg Hancock at (416) 973-8288

Web site: <http://www.inac.gc.ca>

Small Business Loans Act

Sponsoring Organization:

Business Development Bank of Canada & participating lenders

Description:

A large percentage of start-up and small business financing is made possible by the Small Business Loans Act (SBLA). It is a Canadian federal government program designed to help new and existing small enterprises obtain term loans directly from authorized lenders towards financing the purchase and improvement of fixed assets. The SBLA provides for the sharing of loan losses, if any, between the lenders and the federal government.

Eligible Clients:

Most small businesses starting up or operating in Canada are eligible for SBLA loans, as long as their estimated annual gross revenues do not exceed \$5 million during the fiscal year in which they apply for a loan. Eligible businesses include professional practices but exclude farming and charitable or religious enterprises. Businesses may be sole proprietorships, partnerships or incorporated companies.

Eligible Costs:

Loan proceeds may be used to finance:

- the purchase of land, including any structures thereon required to operate the business (land loans)
- the renovation, improvement, modernization, extension, construction or purchase of premises (premises loans)
- the purchase, installation, renovation, improvement or modernization of new or used equipment (equipment loans)

Loan proceeds cannot be used to:

- purchase shares or other types of ownership in a business enterprise
- acquire working capital (finance inventory, accounts receivable, etc)
- pay off existing debt (unless the loan is used to refinance eligible fixed-asset purchases made or committed within 180 days of the loan approval date)
- purchase real estate for resale
- purchase or improve real estate for lease or sub-lease purposes (hospitality, health care and mini-storage industries are exempt from this exclusion)

Terms:

- the maximum value of loans cannot exceed \$250,000
- loan proceeds may be used to finance up to 90% of asset acquisition or asset improvement costs
- the period during which a loan must be repaid will generally coincide with the expected economic life of the asset being financed, up to a maximum of 10 years
- lenders are required to pay a one-time loan registration fee to the government equal to 2% of the amount loaned

Contact:

Small Business Loans Administration

Industry Canada

Info line: (613) 954-5540

Fax: (613) 952-0290

Web site: <http://www.bdc.ca>

Working Capital for Growth

Sponsoring Organization:

Business Development Bank of Canada

Description:

Working Capital for Growth is designed to support growth by topping-up conventional sources of short-term financing. Working capital loans of up to \$100,000 are based on cash flow requirements, inventory levels and receivables.

Eligible Clients:

Designed for small and medium-sized businesses that have:

- an existing line of credit
- an experienced and accomplished management team
- been in operation for at least two years
- solid growth and profitability prospects
- identified new or expanded markets for products or services
- a good financial commitment from principals

Eligible Costs:

- financing larger inventory and accounts receivable
- financing product development/marketing
- new product marketing
- developing export markets

Terms:

- \$100,000 maximum
- repayment terms are tailored to your cash flow needs
- in some cases, principal payments may be postponed for one year
- terms start at four years with maximum amortization period of seven years
- borrower receives support from BDC counsellors

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

COMMUNITY ECONOMIC DEVELOPMENT

Business Retention & Expansion Visitation Program

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)
Delivered by Ministry of Northern Development and Mines (MNDM) in Northern Ontario

Description:

The program supports job growth by helping communities identify the concerns and barriers to survival and growth facing local businesses. This approach focuses on existing businesses. The program establishes an economic development plan for the local community. The process creates a broad-based community coalition to sustain long term economic development efforts.

Short Term Objectives:

- provide community support for local businesses
- solve immediate individual business concerns

Long Term Objectives:

- increase the competitiveness of local establishments
- establish and implement a strategic action plan for economic development

Contact:

Mary Ellen Norry Car
MNDM - Sudbury
(705)670-7144

Jean Riddell
MNDM – Thunder Bay
(807)475-1210

Web site: <http://www.gov.on.ca/MNDM>

Harold J. Flaming
Rural Development Program Consultant
Agriculture and Rural Division
OMAFRA
Tel: 519-826-3278
1-888-466-2372
Fax: 519-826-3259
Email: hflaming@omafra.gov.on.ca
Website: <http://www.gov.on.ca/OMAFRA/english/rural/virtual/br&e.htm>

Canada-Ontario Infrastructure Works 2

Sponsoring Organizations:

Industry Canada
Ministry of Northern Development and Mines
Ministry of Health
Ministry of Education and Training
Ministry of Municipal Affairs and Housing

Description:

Capital funding provided by federal, provincial and municipal governments for infrastructure projects in the areas of transportation, water and sewer, education and health.

Generally each level of government pays one-third of the costs of projects. Local Services Boards and Local Roads Boards contribute 10 percent, with the Province covering the balance of their portion.

In Northern Ontario, MNDM is delivering the program to all participants except by hospitals and post-secondary institutions, which are being delivery by MOH and MET respectively.

Eligible Clients:

Municipalities, Local Services Boards, Local Roads Boards, colleges and universities, hospitals, and, in some circumstances, private sector companies.

Eligible Costs:

Capital costs of eligible infrastructure projects.

Terms:

Funding has been fully allocated.

Contact:

George Ansell
Ministry of Northern Development and Mines
Sudbury
705-670-7152
Web site: <http://www.gov.on.ca/MNDM>

Canada-Ontario Resource Development Agreement

Sponsoring Organizations:

Indian and Northern Affairs Canada
Ontario Ministry of Natural Resources

Description:

The purpose of the Canada-Ontario Resource Development Agreement (CORDA) is to promote resource and economic development initiatives of First Nations by providing financial assistance to projects that develop and use renewable natural resources.

Eligible Clients:

Tribal Councils, First Nations or organizations representing First Nations working on projects such as:

- commercial fishing
- fur trapping
- forestry
- traditional harvesting including wild rice and wild crops
- deer and moose hide utilization
- commercial recreation and tourism.

Eligible Costs:

- technical advice & assistance
- construction of facilities
- purchase of supplies & equipment
- acquisition of database information
- transportation of personnel, supplies & equipment
- promotion of commercial ventures

Contacts:

Steve Ramstead
Manager, Projects & Key Issues
Indian and Northern Affairs Canada
416-973-1274

Web site: <http://www.inac.gc.ca>

David Colvin
Chair, Canada/Ontario Resource
Development Committee
705-564-6021
Fax: 705-564-6033

CanAdapt

Sponsoring Organization:

Agriculture Adaptation Council (AAC) on behalf of Agriculture and Agri-Food Canada

Description:

The CanAdapt program provides funding for innovative projects designed to foster increased long term growth, self reliance, employment and competitiveness for Ontario's agriculture, food and rural communities. The CanAdapt Program will provide \$7 million a year over four years. Funding through the program expires March 31, 1999. The AAC will continue to process applications for this program until all funds have been expended

Eligible Clients:

Legally recognized commercial and non-profit organizations, including corporations, co-operatives, marketing boards, partnerships, sole proprietorships, and industry associations can apply. Universities are ineligible.

Eligible Costs:

The program will focus on five areas:

- marketing;
- human resources development;
- rural development;
- the environment;
- applied research.

Terms:

- Project applicants must provide a minimum of 25% of the total cost of the proposal
- The grant component of CanAdapt does not provide funding for capital purchases. However an alternative funding component may provide loan guarantees, interest rebates or equity positions to assist with access to capital.
- A \$250 non-refundable application fee is required.
- Most projects are being funded on a matching 50/50 basis.
- Projects under \$150 000 have the greatest chance of being approved.

Contact:

Angela Stiles or Carolyn Doris, Program Coordinators

519-822-7554

Fax 519-822-6248

Web site: <http://www.adaptcouncil.org/index1.html>

Community Access Program

Sponsoring Organization:

Industry Canada

Description:

The Community Access Program (CAP) supports communities in rural and remote settings to obtain affordable public access to the Internet and the skills to use it effectively. The goal of CAP is to link up to 10,000 sites in rural and remote communities. It will help create new opportunities for growth and jobs by providing communities with the ability to communicate with each other to conduct business, enhance job skills and exchange information and ideas associated with the development of information technology.

CAP is integral to the Youth Employment Strategy, as CAP sites help develop job opportunities for young people aged 15 to 30.

Eligible Clients:

Committees/groups, non-profit organizations in a rural and remote community are eligible to apply to the Community Access Program

Eligible Costs:

Matching funding of up to 50% to a maximum of \$30,000 per community

Contact:

Lorie Lavender
Industry Canada 1-800-268-6608
Web site: <http://cap.unb.ca>

Community Economic Development Program

Sponsoring Organization:

Indian and Northern Affairs Canada

Funding is directed to Community Economic Development Organizations (CEDOs) where it is managed by First Nations, Tribal Councils and PTOs.

Description:

The program provides funding for staffing, overhead, equity for small businesses, small loans at the community level, employment and training. Its goal is to generate long-term employment and business development opportunities to First Nations by enhancing their ability to effectively manage skill development programs, economic institutions and business enterprises.

Eligible Clients:

- First Nation members
- CEDO members

Eligible Costs:

- advisory services for businesses
- provision for equity funding
- business loans
- training
- resource development
- strategic planning

Terms:

CEDOs must complete annual reports for INAC which will be used to justify funding. The reports must include financial and statistical data, and a strategic plan (narrative) for the next year. The format must comply with the outline in the annual reporting guide.

Contact:

Ken Jacobs
Issues Management Officer
Indian and Northern Affairs Canada
1-705-657-2259
Web site: <http://www.inac.gc.ca>

Community Futures Development Corporations

Sponsoring Organization:

Industry Canada/FedNor

Description:

Community-based agencies established by the federal government to provide one-stop convenience for individual or community-based economic development initiatives.

Eligible Clients:

Community-based organizations and small and medium sized enterprises.

Eligible Costs:

Support to improve access to investment capital, skills training technical expertise, business plan development, market information and services.

Terms:

Business initiative provides up to \$5,000; may be repayable; not to exceed 90% of consultant costs.

Contact:

Local Community Futures Development Corporations (see Appendix)

Web site: <http://strategis.ic.gc.ca/SSG/fn00008e.html#list>

Community Futures Program

Sponsoring Organization:

FedNor

Description:

Provides small business assistance and counseling support. Acts as catalyst to enhance community economic development plans.

Eligible Clients:

Rural communities and small businesses.

Eligible Costs:

The program provides federal contributions to Community Futures Development Corporations (CFDCs) in Ontario to undertake strategic planning, community economic development, business counseling and referral, as well as investments in new and existing businesses.

Terms:

Community Futures Development Corporations (CFDCs) provide loans, loan guarantees or equity investments of up to \$75,000 at commercial rates to businesses which meet the following criteria:

- have a viable business plan
- demonstrate personal commitment
- maintain or create jobs
- cannot obtain sufficient financing from other sources

Contact:

FedNor offices (see Appendix)

Web site: <http://strategis.ic.gc.ca/fednor>

Development Capital for Tourism

Sponsoring Organization:

Business Development Bank of Canada

Description:

This program helps finance high-end tourism infrastructure outside major urban centres. Designed specifically for existing tourism operators that offer more than a one-season attraction or for operators who have the potential to expand beyond a single season. Mentors are available to help in a variety of areas such as market development, customer service initiatives, staffing to international standards, budgeting and cost control procedures, and setting up an advisory board.

Eligible Clients:

Open to operators of existing commercially viable tourism facilities, outside major metropolitan areas, who want to expand beyond a one-season attraction or already provide more than a one-season attraction with a:

- commercially viable business proposal for expanding, upgrading, enhancing or improving the quality of their tourism infrastructure marketing plan to develop or satisfy increased business from international tourists
- proven earnings record, an ability to service the loan, and a solid equity base
- competent, well-rounded and experienced management team

Eligible Costs:

Loans can be used for expanding, enhancing and upgrading facilities to help meet increased demand or to attract more international tourists.

Financing can also be used for:

- quality initiatives to meet international standards
- working capital to support increasing sales
- market development

Terms:

- loans can range from \$500,000 to \$5,000,000
- on an exception basis, high-potential start-ups may be considered
- interest rates and compensation are determined on a project-by-project basis and reflect the risk associated with the proposal

- loan repayment can take into account the seasonal nature of the business payments of principal may be deferred for the first year, with reduced payments in the second and third years, depending on the growth in the business, and in accordance with industry performance indicators such as occupancy rates, visitor days and skier visits

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

Economic Development Opportunity Fund

Sponsoring Organization:

Indian and Northern Affairs Canada

Description:

The objective of this program is to provide “equity gap” funding to eligible recipients in order that they or one of their constituents can attract joint venture partners or secure conventional debt financing to take advantage of a business opportunity.

Eligible Clients:

First Nation, Inuit and Innu community economic development organizations that:

- have submitted an acceptable business plan (Annex 1-A)
- can demonstrate a need/opportunity
- have the organizational development capacity with a proven record in business development
- have a record of regular and acceptable reporting

Eligible Projects:

Activities that lead up to and include the establishment or expansion of a business opportunity which will result in the creation of jobs, enhanced community wealth and the reduction of social dependency.

Terms:

- Any contribution approved under this program will not exceed the recipient's equity contribution
- No contribution from this project will be made toward costs already contributed to by the Government of Canada

Contact:

Roy Smallian
INAC
416-973-8565

Web site: <http://www.inac.gc.ca>

First Nations Forestry Program

Sponsoring Organization:

Indian and Northern Affairs Canada

Description:

The First Nations Forestry Program is designed to assist First Nations to build capacity and assume control of the management of their forest resources. The program aims to help First Nations establish partnerships with provinces and industry to actively participate in forestry and other economic development activities.

Eligible Clients:

- duly elected band councils, tribal councils
- First Nation Organizations
- any other First Nation group or company involved in improving the economic, social and cultural conditions of First Nations

Eligible Costs:

All direct costs incurred by a First Nation under an approved contribution arrangement for the implementation of activities and projects or parts thereof, are eligible costs.

Terms:

Ineligible costs include:

- salary or any portion of related costs for employees of First Nations or other party whose primary function is external to the FNFP
- labour and materials which cannot be directly attributed to the project and
- capital equipment purchases which are not approved in the contribution arrangement

Projects will have a ceiling of \$50 000 per year and First Nations are expected to contribute 60% of total project costs for 1998/99 fiscal year

Contact:

Barry Brant:

Natural Resources Officer

Indian and Northern Affairs Canada

416-954-3225

Web site: <http://www.inac.gc.ca>

Infrastructure Program (NOHFC)

Sponsoring Organization:

Ministry of Northern Development and Mines

Description:

A program of the NOHFC to provide strategic infrastructure to assist in the expansion and diversification of the economy of Northern Ontario and to remove specific constraints to the development of new economic activity by providing assistance to improving the telecommunications, transportation and community infrastructure.

Eligible Clients:

Not-for-profit corporations, First Nations, municipalities and/or groups acting together (consortium).

Eligible Costs:

1. Telecommunications Capital Assistance includes design, site planning, operational equipment, direct expenditures of network project.
2. Transportation Capital Assistance may include multi-use development roads, railway spur lines, ports, harbours and marine facilities. Eligible costs include the consulting/professional fees related to design, site planning, engineering, etc.
3. Community Infrastructure Capital Assistance is defined as roads, water/sewers, natural gas, power, and communications necessary for economic development. Eligible costs are similar to above.
4. Research and Opportunities Identification Assistance may be provided to identify development opportunities, develop business proposals and support applied and practical sectoral research projects.

Terms:

Loans are the preferred type of assistance. Other assistance includes conditional contributions, forgivable performance loans, incentive term loans and loan guarantees.

Contact:

Northern Development Officers (See Appendix)
Northern Development Advisors (See Appendix)

Web site: <http://www.gov.on.ca/MNDM/nohfc/nohfce.htm>

Northern Ontario Economic Development Fund

Sponsoring Organization:

FedNor

Description:

The Northern Ontario Economic Development Fund (NOEDF) provides assistance for projects that are part of community strategies to create employment and economic growth. Under this fund, assistance is provided to projects that reflect local needs and priorities as identified in a recognized community plan for economic development. The projects supported must be integral to the economic growth and recovery of the community and result in long term economic benefits, such as long term job creation, economic diversification and enhanced business competitiveness.

Eligible Clients:

- Not-for-profit organizations
- business/trade associations
- local economic development associations
- municipalities
- educational institutions.

Eligible Costs:

Costs integral to local economic development strategies, including wages/benefits, overhead, training, travel, insurance, rental or purchase of materials, supplies, equipment.

Terms:

Preference will be given to projects that involve cost sharing among the applicant, the private sector and other levels of government. Projects supported under the Northern Ontario Economic Development Fund may receive support for up to 50 percent of the project costs, normally to a maximum of \$100,000. Support may be provided over a two-year period. However, those projects receiving funding over a period longer than one year will be subject to an annual review. Contributions made under the NOEDF are subject to Industry Canada's policy on repayability.

Contact:

FedNor offices (See Appendix)

Web site: <http://strategis.ic.gc.ca/SSG/fn00053e.html>

Not-for-Profit-Fund

Sponsoring Organization:

Industry Canada/FedNor

Description:

Support to business oriented, not-for-profit groups to create a positive environment for growth of small and medium sized enterprises.

Eligible Clients:

Not-for-profit, business oriented organizations, small and medium sized enterprises.

Eligible Costs:

Costs directly related to specific project: feasibility/marketing studies, research/analysis, training programs. On-going operational costs are not funded.

Terms:

Not to exceed 50% to maximum of \$100,000; repayable

Contact:

FedNor offices (see Appendix)

Web site: <http://strategis.ic.gc.ca/SSG/fn00026e.html>

Ontario Farm Tax Rebate Program

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs

Description:

If the gross sales from farming exceeds \$7,000 in the previous year, a portion of the property tax for the actual farm (not the farm residence) can be reclaimed. 75% of the farm tax is refunded by OMAFRA.

Eligible Clients:

- Registered Ontario Farm Businesses
- Eligible owners of farm properties

Eligible Costs:

- rebate is 75% of property taxes levied on eligible farm land and outbuildings
- rebates of less than \$100 will not be paid

Terms:

- property must be assessed as a farm and be in agricultural production in the taxation year
- property must be owned by a Canadian citizen or permanent resident
- gross production must exceed \$7 000/year

Contact:

Farms Assistance Program Branch
OMAFRA
416-326-9900

Web site: <http://www.gov.on.ca/OMAFRA/english/infores/ftaxfaq.html>

Ontario Retail Sales Tax Refund

Sponsoring Organization:

Ontario Ministry of Agriculture, Food and Rural Affairs

Description:

A temporary retail sales tax rebate is available to farmers on materials purchased to build or modernize a building or structure used exclusively for farm purposes.

Eligible Clients:

Farmers

Eligible Costs:

The sales tax rebate applies to building materials (e.g., wood, nails, paint, etc.) which are purchased to either build or modernize a building or structure used exclusively for farm purposes. Seasonal housing is not an eligible structure.

Terms:

Purchases must be made between May 9/96 and March 31/98

Contact:

Local OMAFRA office (see Appendix)

Web site: <http://www.gov.on.ca/OMAFRA>

Ministry of Finance

1-800-263-7965

Priority Grants

Sponsoring Organization:

Ontario Women's Directorate

Description:

Ontario Women's Directorate, through the Priority Project Funding Program, funds community based organizations to undertake projects that address one of the three priority areas

- Community Safety and Violence Against Women Prevention
- Economic Self-Sufficiency for Women, and
- Facilitating the Transition from Living with Violence to Becoming Economically Independent

Eligible Clients:

Non profit community organizations

Eligible Costs:

Project related costs. Start-up and operational costs are not eligible for funding.

Terms:

The maximum grant available is \$24,000. The average grant available is \$10,000 to \$15,000. Grants are for one-year projects.

Contact:

Rae Anne Honey
MNDM – Thunder Bay
807-475-1678

Program Development Coordinator
Partnerships and Communications Branch
Ontario Women's Directorate
416-314-0300

Web site: <http://www.gov.on.ca/owd>

Regional/National Facilities

Sponsoring Organization:

Canada Foundation for Innovation

Description:

Encourages institutions to come together in regional or national consortia to plan co-operatively for development infrastructure.

Eligible Clients:

Universities, colleges, hospitals and eligible not-for-profit organizations/institutions.

Eligible Costs:

Similar in terms of eligible costs. Major difference is the degree of collaboration by various institutions and expected regional/national impact.

Terms:

Supporting letters for current competition accepted until May 1, 1998.
Two or three other competitions to be held during next five years.

Contact:

Canada Foundation for Innovation
Phone: (613) 947-6496
Fax: (613) 943-0923
Web site: <http://www.innovation.ca/english/index/index.html>

Resource Access Negotiations

Sponsoring Organization:

Indian and Northern Affairs Canada

Description:

Resource Access Negotiations (RAN) assists in funding negotiation processes involving access to natural resources by First Nations that wish to attract investment opportunities, strengthen business alliances, and to provide jobs and community development

Eligible Clients:

- Tribal Councils
- First Nations
- organizations representing First Nations

Eligible projects are those that:

- access business and employment opportunities for major natural resource development projects
- attract investment in on-reserve natural resources
- access off-reserve natural resources
- participate in the management of off-reserve natural resources

Terms:

- Other sources of funding available not available.

Contact:

Roy Smallian

INAC

416-973-8565

Web site: <http://www.inac.gc.ca>

Rural Job Strategy Fund

Sponsoring Organizations:

Ontario Ministry of Agriculture, Food and Rural Affairs

Delivered by Ministry of Northern Development and Mines in Northern Ontario

Description:

Program to stimulate competitiveness, economic growth and job creation in rural Ontario. Projects must address one of three areas: Quality Enhancement, Information Technology and Marketing. The program supports building alliances for increased production, processing and development of standards and programs, improved access to and increased use of global information resources, increased efficiency by using new and innovative technology and management practices and development of community based economic strategies.

Eligible Clients:

New alliances, partnerships and sectors which benefit rural communities.

Eligible Costs:

Marketing and promotional materials, travel, leases (e.g. equipment), preparing business plans; skills training; consultants/sub-contracts, legal fees.

Terms:

Projects of \$50,000 or less may be cost-shared 70% government and 30% private sector. Projects of more than \$50,000 are eligible for investment on a 50:50 basis. Individuals and individual businesses are not eligible.

Contact:

Northern Development Officers (see Appendix)

Northern Development Advisors (see Appendix)

Rural Job Strategy Fund Secretariat

1-888-588-4111

Web site: <http://www.gov.on.ca/OMAFRA/english/rural/jobstrat/rjs.html>

Rural Partnerships Initiative

Sponsoring Organization:

Agriculture and Agri-Food Canada

Description:

Support for activities that encourage rural economic development.

Eligible Clients:

Partnerships of rural stakeholders working in collaboration.

Eligible Costs:

Partnerships supports grassroots input and collaboration in pilot projects to identify issues and tailor rural economic development to local, agriculture and regional needs.

Research and Analysis supports greater understanding of major issues and changes taking place in rural economy.

Support can be provided for conferences, workshops and seminars for rural stakeholders to share and exchange ideas and solutions to address common challenges in rural Canada.

Terms:

Up to 50% of eligible project costs can be funded.

Funding for up to 25% can be provided.

Contact:

519-837-5825

Fax 519-837-9782

Web site: <http://www.agr.ca/progser/aafipi.html>

Strategic Partnership Component (NOHFC)

Sponsoring Organization:

Ministry of Northern Development and Mines

Description:

A program of the NOHFC to support strategic partnerships and alliances which will strengthen key sectors (i.e. mining, forestry and agriculture) and emerging growth sectors, including equipment manufacturing, information technology, medical and diagnostics, pharmaceuticals and biotechnology. The objective is to attain increased levels of economic activity that will lead to long-term growth and diversification.

Eligible Clients:

Not-for-profit corporations, First Nations, municipalities, and/or groups acting together (consortium).

Eligible Costs:

1. Research and Development and Demonstration Assistance supports development of value-added products and services which increase the productive output of business.
2. Business Plan Development Assistance supports development of a sound business plan.
3. Marketing Assistance supports marketing initiatives including export promotion and sectoral marketing.
4. Capital Assistance to groups for capital assets related to economic development initiatives.

Terms:

Maximum contribution of \$500,000 per project.

Maximum \$125,000/project.

Maximum \$500,000 per project.

Maximum up to \$2.5 million per project.

Contact:

Northern Development Officers (See Attached)

Northern Development Advisors (See Attached)

Web site: <http://www.gov.on.ca/MNDM/nohfc/nohfce.htm>

Tourism Program (NOHFC)

Sponsoring Organization:

Ministry of Northern Development and Mines

Description:

A program of the NOHFC which provides funding toward the development and marketing of major destination and regional tourism projects to attract new tourists to the North

Eligible Clients:

Not-for-profit corporations, First Nations, municipalities and/or groups acting together (consortium).

Eligible Costs:

1. Major Destination Attractions Capital Assistance supports projects that are able to generate/attract new tourism traffic to Northern Ontario. Preference to projects which build on North's cultural heritage, transportation, industry, aboriginal history and natural resource heritage including wilderness.
2. Regional Attractions Capital Assistance supports initiatives which in combination with other attractions are capable of creating a higher level of tourism activity in a region.
3. Tourism Marketing Assistance supports attractions development programming and regional marketing initiatives.
4. Tourism Research and Opportunities Identification Assistance supports applied and practical research projects identifying development opportunities.

Terms:

Types of assistance include conditional contributions, forgivable performance loans, incentive term loans and loan guarantees. Loans are the preferred type of assistance.

Contacts:

Northern Development Officers (See Attached)
Northern Development Advisors (See Attached)

Web site: <http://www.gov.on.ca/MNDM/nohfc/nohfce.htm>

Tourism Fund

Sponsoring Organization:

Industry Canada/FedNor

Description:

Assistance for broad-based regional initiatives to strengthen Northern Ontario tourism industry.

Eligible Clients:

Non-profit tourism associations, alliances of commercial operations, tourism related business associations.

Eligible Costs:

Cooperative Marketing, Skills Development, Research and Analysis: networking activities, print and electronic advertising, development of promotional materials, specialized training, consultant costs.

Terms:

50% to maximum of \$250,000 repayable if revenue generating.

Contact:

FedNor offices (see Appendix)

Web site: <http://strategis.ic.gc.ca/SSG/fn00011e.html>

EMPLOYMENT/TRAINING

Aboriginal Workforce Participation Initiative

Sponsoring Organizations:

Indian and Northern Affairs Canada
Treasury Board Secretariat

Description:

The purpose of the Aboriginal Workforce Participation Initiative is to increase the number of Aboriginal people in the labour market. The goal of the program is to educate employers about the advantages of hiring Aboriginal people.

The main objectives of the initiative are:

- to raise awareness of Aboriginal employment issues
- to enhance employers' capacity to recruit, promote & retain Aboriginal employees
- to promote information-sharing among stakeholders.

AWPI seeks participation with Aboriginal communities, businesses & organizations, public and private corporations, all levels of government, industry and trade associations, and educational institutions.

Eligible Clients:

- Aboriginal persons

Contact:

Brenda Nadjewan
Coordinator
416-973-7938
416-954-2746 Fax
e-mail: nadjewanB@INAC.gc.ca
Web site: <http://www.inac.gc.ca>

Adjustment Advisory Program

Sponsoring Organization:

Ministry of Education and Training

Description:

The Adjustment Advisory Program (AAP) of the Ministry of Education and Training is designed to assist employers, workers, sectors and communities adjust to workforce restructuring, and to help Ontarians find and keep jobs in the face of changes resulting from workplace restructuring, downsizing or closure.

AAP staff develop partnerships, secure financial contributions and provide advice and leadership to facilitate a timely and positive transition for those affected by workplace change.

Adjustment committees are established to ensure full representation and participation in the process.

Eligible Clients:

Adjustment committee partners may include employers, workers, unions, sectors, community agencies and federal and municipal governments.

Eligible Costs:

AAP supplies advisory and financial assistance to adjustment committees. Allowable expenses include needs analysis, consulting fees, honoraria for committee members and independence chairperson, and other costs agreed to by the committee. Actual training delivery is not an eligible expense.

Terms:

The cost of operating a committee is usually shared by AAP, the federal government , and the groups involved.

Contact:

(416) 326-1459 or Training Hotline at 1-800-387-5656.

Web site: <http://www.edu.on.ca/eng/training/aap/aapeng.html>

Job Creation Partnerships

Sponsoring Organization:

Human Resources Development Canada

Description:

The purpose of Job Creation Partnerships is to create sustainable employment in areas where jobs are scarce, help develop the local economy and provide opportunities for unemployed individuals to get some meaningful work experience. For example, if your community wants to develop its tourism potential, it could design a project to research the historical, geographical, entertainment and sports attractions that could be promoted to bring tourists into the area. Through the collaborative efforts in a JCP project, local economy gets a needed boost, to allow local employers to generate more business and hire additional long term staff.

Eligible Sponsors/Employers:

- For profit businesses
- Not-for-profit organizations
- Municipal governments
- Bands/Tribal Councils
- Public Health and Educational Institutions
- Encouraged to provide a top-up for clients in order to meet the prevailing wage rate

Eligible Costs:

- Active EI claimants will receive insurance benefits, and may receive a top-up to the maximum insurance benefit rate payable if applicable, and may also receive a top-up by the employer to meet the prevailing wage rate
- Non-active EI claimants will receive a locally determined rate and other appropriate financial assistance negotiated as per need, and may also receive a top-up by the employer to meet the prevailing wage rate
- Clients may also receive other personal supports based on established need, such as childcare, transportation, disability costs
- Income support paid is taxable, but not insurable
- Normally, partners contribute to the material and capital costs of job creation activities, including a top up to client's wages. Overhead costs can be negotiated with the local HRCC

Terms:

- be legally entitled to work in Canada
- be eligible for Employment Benefits
- meet locally defined priorities

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: http://www.ont.hrdc-drhc.gc.ca/english/ps/hrif/jobcre_e.html

Local Labour Market Partnerships

Sponsoring Organization:

Human Resources Development Canada

Description:

Local Labour Market Partnerships enables the creation of community partnerships and supports the development of strategies to expand a community's employment base and enhance local economic success. LLMP allows HRCC employment interventions to be strategically situated within a broader planning framework for the development of individuals and the community as a whole.

An LLMP is formed through collaboration among local community partners and HRDC. Projects under LLMP are intended to create jobs, enhance employment skills and develop practical strategies for economic development. These projects could include initiatives to research job opportunities, to investigate the needs of the unemployed, to find industrial adjustment services for workers and industries undergoing significant change, and to support local training and adjustment boards.

Eligible Sponsors:

- For profit businesses
- Not-for-profit organizations
- Municipal Governments
- Bands/Tribal Councils
- Public Health and Educational Institutions

Eligible Costs:

- Overhead costs negotiable based on contributions from partners

Terms:

- Individuals would not normally receive services directly from an LLMP agreement
- An LLMP agreement may lead to the provision of services through other programs

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: http://www.ont.hrdc-drhc.gc.ca/english/ps/hrif/llmp_e.html

New Hires Program

Sponsoring Organization:

Department of Finance

Description:

The New Hires Program offers employment insurance premium relief to encourage further job creation by small business.

The premium relief firms receive is essentially the difference between their EI employer premiums payable in 1997 versus those paid in 1996.

Example:

A direct mail firm begins operation in 1997 hiring five full-time employees resulting in EI employer premiums of \$4,500. Since the firm paid no premiums in 1996, the increase in EI cost is the full \$4,500. The New Hires Program will provide a \$4,250 rebate above the \$250 threshold. This reduces the EI cost of hiring the five employees to \$250.

Eligible Clients:

Small businesses with employer premiums up to \$60,000 in 1996 will be eligible to receive benefits under the program. Depending on wage rates, this means that firms with up to about 100 full-time employees could be eligible (the number of employees could be larger in firms with a higher proportion of part-time employees). There are approximately 900,000 such businesses in Canada.

In addition, the program will provide relief to firms with part-time employees who could be paying EI premiums for the first time as a result of moving to an hours-based EI system—where employers pay premiums on every dollar their employees earn, up to the yearly maximum.

Businesses that paid \$60,000 or more in EI employer premiums in 1996 are not eligible for the program.

Terms:

- up to \$10,000 in premium relief will be provided to eligible firms in 1997 and 1998
- in 1997, eligible firms can receive a 100 per cent premium refund on any increase in premiums above \$250 compared to what they paid in 1996
- in 1998, they can receive a refund of 25 per cent of any premium increase above \$250 compared to what they paid in 1996
- for firms whose EI premiums are between \$50,000 and \$60,000 in 1996, the benefits will be phased down on a dollar-for-dollar basis

Contact:

Department of Finance
Real Bouchard
613-996-0622
Web site: <http://www.fin.gc.ca/news96/96%2D083e1.html>

Sector Initiatives Fund

Sponsoring Organization:

Ministry of Education and Training

Description:

The goal of the Sector Initiative Fund (SIF) of the Ministry of Education and Training is to increase the capacity of sectors to take responsibility for the skills development needs of their workforce by supporting the development of training courses, standards, curricula and materials.

The program promotes the development of provincial and national standards, maximizes portability of skills within the sector and encourages sector-wide research and planning to address skill gaps.

Eligible projects include the development of:

- training standards, curricula, and materials
- sector-based training programs and courses
- plans or strategies to address a sector's training needs

Eligible Clients:

Sectors may be:

- industry based (e.g. plastics, steel)
- skill based (e.g. exporting, clerical), or
- a value chain (e.g. suppliers-manufacturers-retailers)

Each sector must be representative of the industry in Ontario and consist primarily of industry representatives

Eligible Costs:

- development costs
- production costs on a limited basis
- certification/accreditation/testing costs
- program plans and pilots

Terms:

Direct training costs are not an eligible expense

The cost of operating the committee is usually shared by SIF and the groups involved.

Contact:

(416) 326-1459 or Training Hotline 1-800-387-5656.
Web site: <http://www.edu.gov.on.ca/eng/training/training.html#Sector>

Self Employment Benefit

Sponsoring Organization:

Human Resources Development Canada

Description:

The Self Employment Benefit is designed to help unemployed people start their own business, thereby creating jobs for themselves and others. Clients are provided with various types of support during the period when they start up their business. Support would include guidance in areas such as idea generation, business planning, marketing, accounting and coaching in start-up matters.

Eligible Sponsors/Coordinators:

- For profit businesses
- Not-for-profit organizations
- Municipal governments
- Bands/Tribal Councils
- Public Health & Educational Institutions
- Must have expertise in business development and in assisting unemployed workers
- Must select clients for suitability, taking into account local economic conditions, the community planning context, HRCC's business plan and targeted clients

Eligible Administrative Costs:

- Costs for coaching
- Overhead costs

Participant Financial Support:

- Active EI claimants will receive insurance benefits, and may receive a top-up to the maximum insurance benefit rate payable if applicable, and may also receive a top-up by the employer to meet the prevailing wage rate
- Non-active EI claimants will receive a locally determined rate and other appropriate financial assistance negotiated as per need, and may also receive a top-up by the employer to meet the prevailing wage rate
- Clients may also receive other personal supports based on established need, such as childcare, transportation, disability costs
- Income support paid is taxable, but not insurable
- Revenue generated from the business is not treated as income for the purposes of calculating financial assistance nor is it deducted from EI payments

Participant Terms:

- must attend an orientation session with the Coordinator in your area
- have no previous participation in self-employment assistance activity funded by HRDC within the past five-years
- agree to work full time on your business
- must be able to contribute equity (amount to be determined by the Coordinator)
- be legally entitled to work in Canada
- be eligible for Employment Benefits
- have a viable business idea with a business plan and/or feasibility study
- business must fall within locally defined priorities

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: http://www.ont.hrdc-drhc.gc.ca/english/ps/hrif/sea_e.html

Social Assistance Transfer Funding

Sponsoring Organization:

Indian and Northern Affairs Canada

Description:

The Social Assistance Transfer Funding Program is an employment training program. The main intent of the program is to support training and skills development in order to prepare individuals for full time employment and full participation in the workforce.

Eligible Clients:

- Status Indian persons, living on reserve, and in receipt of social assistance

Terms:

- First Nations determine their own projects
- First Nations must have project application forms approved before receiving funding
- reports to INAC on project status will be required
- reviews of SATF activities will take place in January of each year
- failure to produce reports can result in loss of funding

First Nations must live within their assigned budget. INAC must be advised if there is need for an extension and the appropriate application forms must be completed

Contact:

Maria Ansoar
INAC
416-973-1276
Web site: <http://www.inac.gc.ca>

Special Labour Market Initiatives

Sponsoring Organization:

Human Resources Development Canada

Description:

Supports short term demonstration and pilot projects relevant to local labour market problems.

Eligible Clients:

Projects that are not eligible under other government funding.

Eligible Costs:

Funding may be negotiated for wages for incremental personnel; employment related costs, overhead costs, professional/consulting fees.

Terms:

Proposals will be developed and sponsored at the national headquarters level. Priorities will be established based on input from federal-provincial consultative research mechanisms. Local Labour Market Partnerships is the vehicle through which regional and local offices can experiment with ways to improve the functioning of their local labour markets and address labour force priorities. Projects should focus on applied research, incorporate sound experimental design, and hold the potential for large scale application.

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: <http://www.ont.hrdc-drhc.gc.ca/english/>

Targeted Wage Subsidies Program

Sponsoring Organization:

Human Resources Development Canada

Description:

Provides employment insured individuals with long term employment by providing direct work experience with employers

Eligible Employers::

For profit, not-for-profit employers, and municipal governments

Eligible Costs:

Subsidy negotiable, based on individual worker's experience

Terms:

- Clients must be unemployed
- Must be or have been in receipt of Employment Insurance benefits or have been eligible for Insurance benefits within the last three years
- Must be screened for eligibility by a representative of the Human Resources Centre of Canada
- Must provide evidence the position is permanent and year round employment
- Position must offer a minimum 30 hours of work experience per week not to be a replacement hiring due to layoff

Contact:

Steve Ryan or Jody Krupa at Ernst and Young
807-345-6571 or 807-345-0032

or contact your local Human Resource Centres of Canada (see Appendix)

Web site: http://www.ont.hrdc-drhc.gc.ca/english/ps/hrif/tws_e.html

Transitional Jobs Fund

Sponsoring Organization:

Human Resources Development Canada

Description:

Support for activities to promote and create sustainable employment in areas experiencing high unemployment and the reform of Employment Insurance.

Eligible Clients:

Areas of the country with unemployment rates of 12% or higher. Non-profit and community organizations, business, public health and educational institutions, band councils, municipal, provincial governments.

Eligible Costs:

Creation of sustainable jobs that will continue after funding ends.

Terms:

Maximum 50% of project costs. Training is not eligible cost.

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: http://www.ont.hrdc-drhc.gc.ca/english/ps/hrif/tjf_e.html

Women in Engineering and Science Program

Sponsoring Organization:

National Research Council

Description:

The National Research Council has established a unique program designed to encourage greater participation of women in the under-represented fields of engineering, science and mathematics. Working with world-class researchers in top facilities, successful candidates of the Women in Engineering and Science Program will undertake career-related work while receiving a salary.

Eligible Clients:

- be a woman who is a citizen or permanent resident of Canada
- have a high academic standing - be attending a Canadian university or CEGEP
- be enrolled full-time in an undergraduate physics, science, engineering or mathematics program
- complete your first undergraduate year of university or your second year of pre-university CEGEP program

Eligible Costs:

- paid a \$10,000 salary in your first year of the program
- the National Research Council will reimburse the participant for necessary expenses incurred in traveling in accordance with the NRC Travel Policy

Terms:

- program and financial support will normally commence on the 1st of September of the year of admission to the Program and run for 3 consecutive periods of 12 months
- participants must work 3 work terms of 16 consecutive weeks, at NRC or with an approved NRC partner when not in full-time university attendance
- NRC partners are industrial organizations or enterprises with which NRC has collaborative projects

Contact:

Carole Greffe

National Research Council

Tel: (613) 993-3543

Email: Wes.Coordinator@nrc.ca

Web site: <http://hr.nrc.ca:8080/hrb/jobprog.nsf/ProgE/WES>

Work Sharing Program

Sponsoring Organization:

Human Resources Development Canada

Description:

When a firm needs to reduce its level of operations or activity for a temporary period of time, employers and employees may both agree to enter into a Work Sharing Agreement with HRDC. Such an arrangement allows employees to share the available work over a reduced work week in order to avert temporary layoffs. Employees on work sharing receive Employment Insurance benefits for the time they spend off-the-job. Employers may also take advantage of HRDC training during work sharing, (i.e.,Skills, Loans and Grants).

Eligible Clients:

- demonstrate that a return to normal hours of employment within a maximum of 26 weeks is a reasonable expectation;
- have been in business for at least two years;
- show that the need for reduced output is temporary, unavoidable and not seasonal in nature; or
- be approved for temporary or permanent layoff due to complete closure;
- have voluntary agreement from the employees;
- reduce the work week by up to three days and not less than one day;
- produce a recovery plan, detailing the company's activity which will guarantee a return to full time work
- the cost to the Employment Insurance account for Work Sharing should be approximately the same as the cost of the original temporary layoff

Terms:

- Work Sharing Agreements are only restricted by the eligibility criteria
- There is no funding limit

Contact:

Local HRDC office or
Ms. Sheila Phillips, Work Sharing Coordinator
Human Resources Development Canada - HRDC
4900 Yonge Street, Suite 700
Willowdale, Ontario
M2N 6A8
Telephone: (416) 954-7230
Web site: <http://www.ont.hrdc-drhc.gc.ca/english/>

EXPORT/TRADE ASSISTANCE

New Exporters to Border States

Sponsoring Organizations:

Ministry of Economic Development, Trade and Tourism
Ontario International Trade Corporation

Description:

The New Exporters to Border States is a two-day program offered on site at a U.S. border point to introduce companies to the process of exporting. Participants learn about export pricing, selecting agents and distributors, banking and legal issues, export financing and insurance, and identifying new market opportunities. Exporters visit a customs brokerage facility and a distribution and warehousing centre. On-on-one interviews are arranged with the Commercial Officers at the Canadian Consulate.

Eligible Clients:

- small or medium sized Ontario based manufacturer or service provider
- company must have been in business for at least a year

Eligible Costs:

OITC provides return transportation from the departure point and some meals during the working sessions. Accommodations and incidental expenses are paid directly by the participants.

Terms:

A registration fee of \$125.00 per participant is required

Contact:

Ken Campbell
Ontario International Trade Corporation
Tel: 416-325-6659
Fax: 416-325-6653

Web site: <http://www.ontario-canada.com/medtt/>

Program for Export Market Development

Sponsoring Organizations:

Department of Foreign Affairs and International Trade

Jointly administered with Industry Canada, through the regional International Trade Centres

Description:

Objective is to increase export sales of Canadian goods and services by sharing the costs of activities that companies normally could not or would not undertake alone, thereby reducing risks involved in entering a foreign market. Through a partnership-like relationship between government and business, the program encourages a long-term focus on target markets with built-in flexibility to respond to changing market conditions.

Eligible Clients:

Preference will be given to companies with annual sales greater than \$250 000 and less than \$10 million, and/or with less than 100 employees for a firm in the manufacturing sector and 50 in the service industry.

Eligible companies must:

- be incorporated (federally or provincially), or an unincorporated firm of professionals, such as architects or engineers;
- be currently established and operating in Canada;
- be registered in the Department's World Information Network (WIN Exports), or Industry Canada's Business Opportunities Sourcing System (BOSS) (registration information for these data bases is available at the International Trade Centres);
- have fulfilled reporting and repayment requirements on any and all previous Canadian government assistance.

The companies also must have:

- a demonstrated capacity to undertake the plan, with consideration being given to the requirements for ongoing domestic work as well as the incremental resources required for the proposed activities;
- the management structure and competence to undertake and bring the proposed activities to a successful conclusion;
- the financial capacity to underwrite the plan. This would include, *inter alia*, sufficient working capital, net worth and profit margins, to finance the market development activities;

- sufficient free production or service capacity to supply the additional demand of the market being sought;
- the marketing capacity to undertake the proposal - a sound marketing plan, proper management personnel and adequate sales personnel (or be in a position to obtain such personnel);
- a proven product or service with a history of sales, in Canada or abroad, and a Canadian content of 50 per cent (trading houses/agents must take title to the product).

Eligible Costs:

Reasonable arms-length costs incurred as a result of the implementation of the international marketing plan may be eligible for support providing they are consistent with acceptable marketing practices. Costs are to be itemized in the contribution agreement.

Shared eligible costs (50 per cent) will include such costs as:

- the cost of return economy international airfare or equivalent transportation costs to visit the target market;
- costs of participating at trade fairs in the target market;
- the cost of return economy international airfare or equivalent transportation costs for foreign buyers to visit the company's Canadian facilities;
- product testing by foreign standards agencies for market certification;
- legal fees for marketing agreements abroad;
- labelling/label compliance;
- return economy international airfare or equivalent transportation costs to Canada for offshore company trainees;
- product demonstration or solo show costs;
- production of a video, literature, brochure or promotional material specifically designed for a target market.

Terms:

It is not a grant, loan or entitlement, but rather a repayable contribution. Repayment of the contribution is based on incremental sales made by the recipient company or contracts obtained.

The PEMD annual contribution per application is a minimum of \$5 000 and a maximum of \$50 000.

Companies are limited to one approved application in an April 1 to March 31 fiscal year, and one per target market. In the case of the United States up to three applications, each for a separate and distinct region, may be approved.

Contact:

Dominion Public Building, 1 Front St. West, 4th Floor

Toronto, Ontario M5J 1A4

Tel.: (416) 973-5053 / Fax: (416) 973-8161

Web Page: http://www.dfaid-maeci.gc.ca/trade/infoexport/section2/export_menu-e.asp

Trade and Market Expansion Component (Aboriginal Business Canada)

Sponsoring Organization:

Industry Canada, through Aboriginal Business Canada

Description:

Financial assistance for established firms seeking to expand their sales into regional and broader domestic markets (inter provincial or export). The trade and market expansion component of Aboriginal Business Canada is helping to increase the number of Aboriginal exporters by helping them to succeed in developing new trading opportunities.

Eligible Clients:

Canadian status and non-status Indians, Inuit and Métis individuals, associations, partnerships or other legal entities that are wholly or partly owned or controlled by Aboriginal people, on or off reserve, are eligible.

Eligible Costs:

Financial support toward the cost of advertising, promotion, business planning, consulting and business advisory services for those firms seeking to expand locally, regionally, inter-provincially or internationally.

Assistance for capital and inventory can also be made available for firms seeking to expand into new provinces/territories or into new international markets.

Further activities eligible for funding include:

- travel to trade fairs to exhibit products
- feasibility studies to assess potential new markets
- redesign of product packaging
- production of catalogues or other marketing materials
- expansion of production facilities to secure new markets

Terms:

Maximum contribution is 60 percent of eligible capital and operating costs to a maximum of \$75,000 per project.

Up to 75 percent of the eligible costs of business planning and business support requirements is also available.

Contact:

Dave Coleman
Northern Representative
Aboriginal Business Canada
705-522-5100
Web site: <http://abc.gc.ca/>

Working Capital for Exporters

Sponsoring Organization:

Business Development Bank of Canada

Description:

Working Capital for Exporters is designed to help small businesses finance export and export-related activities. This product provides pre-shipment financing, of up to \$250,000, to cover the heavy costs associated with initiating and developing international markets. Flexible repayment terms allow small companies to build foreign sales and ensures the long-term viability of your company.

Eligible Clients:

- an existing line of credit with a chartered bank, credit union or caisse populaire
- a normal level of working capital assistance from conventional sources
- in operation for at least two years
- a solid management team
- projected growth of export sales and good profit potential
- already or about to begin exporting
- prepared to work with BDC management counsellors

Eligible Costs:

- financing a permanent increase in inventory
- financing additional costs associated with the production of finished goods
- financing marketing and distribution-network development costs

Terms:

- \$250,000 maximum
- principal payments may not be required in the first year
- subsequent payments may be based on projected cash flow
- fixed or floating interest rate
- terms range from 4 to 6 years

Contact:

Business Development Bank of Canada
1 888 463 6232

Web site: <http://www.bdc.ca/site/>

INFORMATION/NETWORKING SERVICES

Canada-Ontario Business Service Centre

Sponsoring Organizations:

Industry Canada
Ministry of Economic Development, Trade and Tourism

Description:

The Canada-Ontario Business Service Centre (COBSC) is a joint venture between the Government of Canada and the Government of Ontario. It provides access to accurate, timely and relevant information for the small business community. Information on over 1,000 programs is contained in a database that is easily accessible through the COBSC website.

The Canada-Ontario Business Call Centre (COBCC) is a telephone operation staffed by bilingual information agents who can respond to business questions.

The Business Information System (BIS) for Ontario is a collection of documents containing information on business-related programs and services and is continually updated to ensure the most accurate information is provided. Hyperlinks to other services and sites on the internet are provided. A new service, *PATHFINDERS*, guides clients through federal and provincial programs and services such as Business Start-Up, Business Start-Up Financing, Employment and Training Programs, Financing for Existing Businesses, Exporting, Importing, and Taxation. Clients have access to information 24 hours a day, every day at no charge.

The COBSC has also established a network of regional access sites across the province to provide a walk-in complement to the call centre. These sites are equipped with a public access workstation connected to the Internet, as well as a full range of print, CD-ROM and other electronic resources. Centres are currently located in North Bay, Sudbury, Thunder Bay, Timmins and Kenora. There are also partially equipped sites in a number of smaller northern communities.

Contact:

North Bay:
Tel: (705) 474-0400, 1-800-465-6892
Fax: (705) 474-4493

Sudbury:
Tel: (705) 688-7582, 1-800-668-7582
Fax: (705) 671-6767

Timmins:
Tel: (705) 264-3400, 1-800-461-2936
Fax: (705) 360-1394

Thunder Bay:
Tel: (807) 625-3972, 1-800-668-9360
Fax: (807) 623-3962

Kenora:
Tel: (807) 467-4640, 1-800-
Fax: (807) 467-4645

or 1-800-567-2345
InfoFax Service 416-954-8555 or 1-800-240-4192
Email: cobsc@cbsc.ic.gc.ca
Web site: <http://www.cbsc.org/>

Canadian Technology Network

Sponsoring Organizations:

National Research Council of Canada/Industry Canada

Description:

The Canadian Technology Network links federal and provincial government labs and agencies, universities, community colleges, industry associations, technology centres and economic development agencies. Together these organizations provide innovative Canadian companies with quick and personal access to expertise, advice and information about how to meet technology and related business challenges.

Provides access to technology and business assistance through cross-country network of advisors. These advisors are prepared to work with you to identify your needs and help you find solutions to your technology challenges. Each advisor is employed by an organization known for its technology or related business competence. Advisors are linked together to optimize the identification and delivery of the right advice or expertise to meet your needs.

Benefits:

- access to a broader network of contacts, information and expertise
- potentials for referrals from other CTN members
- a higher profile in your peer network and client community
- to update information of R&D and economic development programs, activities and services
- access to national and international intellectual resources association with organizations known for excellence within the technology community

Eligible Clients:

Small or medium-sized technology related businesses in Canada.

Contact:

Jim Hobbs
CTN Regional Coordinator, Ontario
Tel: (416) 973-1419
Fax: (416) 973-4303
National Research Council Canada
200 Town Centre Court, Suite 1101
Scarborough, ON M1P 4X8
E-Mail: Jim.Hobbs@irap.nrc.ca
Web site: <http://ctn.nrc.ca/>

Gilles Dignard
Membership Coordinator, Ontario
Tel: (416) 762-9370
Fax: (416) 767-0870
Tranquility Base Software Inc.
201 Clendenan Avenue
Toronto, ON M6P 2W9
E-Mail: gdignard@tranquility.com

Ontario Business Connects

Sponsoring Organization:

Ministry of Consumer and Commercial Relations

Description:

Ontario Business Connects (OBC) is an initiative to simplify and streamline the existing registration and reporting processes for Ontario businesses. Through workstation technology, businesses can instantly register their companies electronically and complete other important start-up applications at one location.

MCCR may partner with agencies that provide services to businesses to deliver OBC.

Eligible Clients:

Ontario businesses.

Eligible Costs:

Provision of OBC workstation network software and training of staff to support use.

Terms:

No other funding available.

Contact:

1-800-565-1921

1-416-314-9151

Web Site: <http://www.ccr.gov.on.ca/obcon/welcome.htm>

Ontario Investment Service

Sponsoring Organization:

Ministry of Economic Development, Trade and Tourism

Description:

Ontario Investment Service is an interactive, multi-media information system. It helps to promote Ontario as an investment location by making available reliable data on Ontario. It provides over 2,000 pages of text, graphs, maps, databases, and videos in 8 languages to assist in making informed business investment decisions. It includes credible and comprehensive current business, economic, government, industry, community, and real estate information. The OIS provides customized products to meet the needs of potential investors. The OIS has a state-of-the-art facility at BCE Place in downtown Toronto. But the most innovative part of the service is its on-line response capability. The system can work from a laptop computer using a CD-ROM, or it can be connected to the OIS database via the Internet. The data is constantly updated to ensure its relevance to investment presentations.

Contact:

John Langley
Ontario Investment Service
(416) 360-7053

Internet: <http://ois.on.ca/>

Strategis

Sponsoring Organization:

Industry Canada

Description:

Strategis is Canada's largest business Web site, providing easy, direct access to Industry Canada's extensive expertise and information resources including:

- 60,000 reports
- 500,000 pages of searchable text
- 2 gigabytes of statistical data
- hot links to Canadian and International business information databases

Strategis contains six different information categories, tailored to meet the needs of Canadian business:

- Markets, and Trade Investments
- Industrial Perspectives
- Technology and Innovation
- Micro-Economic Research and Analysis
- Managing your Business
- Marketplace Services

With the wealth of information to be found in Strategis, business users will be able to make critical decisions about opportunities for growth, explore new markets, find new partners, form alliances, find and develop new technologies or processes, and assess the risks of new ventures.

Terms:

Free service to Internet users.

Web site: <http://strategis.ic.gc.ca/>

WIN Exports

Sponsoring Organization:

Department of Foreign Affairs and International Trade

Description:

The World Information Network for Exports - WIN Exports - is the Department of Foreign Affairs and International Trade's (DFAIT) database of Canadian exporters and their capabilities. WIN can only be accessed by DFAIT's Trade Commissioners around the world and by Team Canada partners in Canada (i.e. the International Trade Centres and government departments involved in international business development).

WIN Exports is the computer equivalent of having an endless supply of your company's marketing brochures on each Trade Commissioner's desk around the world. The information you supply to WIN Exports can be quickly printed in an attractive format and immediately provided to prospective foreign buyers, agents and distributors.

WIN Exports is used by Canada's Trade Commissioners to identify Canadian suppliers and to respond to overseas contacts. WIN Exports' fax capability is also used to quickly inform Canadian companies registered in the database about opportunities and noteworthy events.

Your company's information in the WIN Exports database should include your basic company particulars, exported products and services, foreign markets your company exports to and those of interest. The questionnaire will also ask you to provide a marketing profile for your company. This profile is mandatory and gives you the chance to promote your company to potential buyers worldwide. It should contain important keywords describing your products/services, specific expertise and competitive edge. The more accurate and complete the information you provide to WIN Exports, the more likely you are to be contacted with export sales leads. Once your company is registered in WIN Exports, you may expect to be contacted in one year for an update of your company information.

Terms:

Registration is free.

Contact:

Foreign Affairs and International Trade Canada
WIN Exports - Trade Information Systems Division (TTP)
Tel: 613-996-5701
Web site: <http://www.infoexport.gc.ca/section2/winexp-e.asp>

Wisdom Exchange

Sponsoring Organization:

Ministry of Economic Development, Trade and Tourism

Description:

The Wisdom Exchange is a one-day corporately sponsored forum exclusively for Presidents and Chief Executive Officers of innovative growth firms in Ontario to share their expertise and to connect with each other and with key service providers such as financial institutions and management consulting firms.

A private/public sector alliance. The Government of Ontario's role has been one of catalyst in the start up of the first Wisdom Exchanges and continues to support and nurture their evolution and expansion.

The forum is where you:

- expand your business networks
- establish new business links
- generate ideas to improve profits
- explore management issues
- discuss current markets and evolving trends
- identify and address needs and priorities
- hear the success stories of other IGF presidents on managing the challenge of growth

Eligible Clients:

Innovative growth firms that meet these criteria:

- Sales growth of at least 25 percent cumulatively over the past three years
- Innovative relative to competition
- Between 10 - 200 employees
- Ontario based
- Export oriented
- Fully autonomous operation
- At least three years old
- May be from any industry sector

Contact:

Lynne Allen

Ministry of Economic Development, Trade and Tourism

416-326-5822

Web site: <http://www.ontario-canada.com/>

RESEARCH AND DEVELOPMENT/ TECHNOLOGY SUPPORT

Communications Research Centre Innovation Centre

Sponsoring Organizations:

Industry Canada
Communications Research Centre

Description:

The CRC Innovation Centre Program is a technology incubator program which provides small (including start-ups) and medium-sized Canadian companies access to our technologies, facilities and expertise as well as to specialized test-beds. We can provide furnished or unfurnished office space or laboratory space as well as specialized laboratory equipment for a fee.

Eligible Clients:

Canadian companies in the communications and information technology area.

There are two categories of companies in the program:

- The first category includes small or start-up companies that have R & D capabilities but lack the corporate and business support of established companies. CRC can provide, at no cost, basic needs such as common photocopy, library service, meeting rooms and local fax service at no cost. It can also provide the linkages to other organizations and programs that can help them through the early stages of growth. These companies can sign up for a year at a time with an option to renew for another year only.
- The second category of companies are those acquiring our technologies or using our unique facilities for a specific period of time. This program aims to formalize a mechanism for technology transfer between CRC and Canadian companies whereby outside researchers work alongside CRC staff and use CRC facilities for a defined period of time to develop a prototype. In this case, CRC can provide office/lab space for a specified period (weeks or months)

Eligible Costs:

On a fee-per-use basis, to a wide range of centralized research support services.

- Library - reference and patent searches and acquisitions, interlibrary loans, cataloguing, and on-line access to technical trade data banks.
- Technical Support Services - graphic arts design/production, technical design (CAD/CAM), printed circuit-board prototyping, and model shop services.
- Auditorium and conference rooms

Terms:

Flexible fee schedule based on space allocation and type of support services clients draw on. Fees for space can range from \$80 to \$130 per square meter per year unfurnished.

CRC located in Nepean, Ontario

Contact:

Marie Lussier
Communications Research Centre
Industry Canada
Ottawa, Ontario
Telephone: (613) 991-1635
Fax: (613) 998-5355
E-mail: marie.lussier@crc.doc.ca
Web site: <http://www.nrc.doc.ca>

Industrial Research Assistance Program

Sponsoring Organization:

National Research Council

Description:

Network of Industrial Technology Advisors (ITAs) provides expertise and financial support to small and medium sized enterprises.

Eligible Clients:

Small and medium sized enterprises with fewer than 500 employees with proven innovation sales growth and export market orientation.

Eligible Costs:

Financial support for R&D, technology enhancement projects and research, development and adaptation projects. Advisors will provide technical advice and information; contacts; sources of expertise or technology; and patent searches.

Terms:

Financial support for research and development projects in two categories; Technology Enhancement Projects (TEP) and Research, Development and Adaptation projects (RDA).

Contact:

National Research Council

416-973-4484

Web site: <http://www.ocri.ca/irap/maineng.html>

Innovation Technology Component (Aboriginal Business Canada)

Sponsoring Organization:

Industry Canada through Aboriginal Business Canada

Description:

Designed to increase the number of innovative firms as well as teach others to use technology to be more competitive.

Eligible Clients:

Canadian status and non-status Indians, Inuit and Métis individuals, associations, partnerships or other legal entities that are wholly or partly owned or controlled by Aboriginal people, on or off reserve, are eligible.

Eligible Costs:

Financial support is available for:

- establishment or expansion of businesses in "high knowledge" sectors
- development of new products and processes
- diagnostic assessments of company operations to develop implementation plans for technology-based enhancements
- implementation of technology
- development of "value-added" technological capabilities within a firm
- development of improved processes to meet quality standards
- costs associated with entering into a joint venture that requires the acquisition of technology and the skills related to the management of that technology

Terms:

Maximum contribution is 60 percent of eligible capital and operating costs.

Up to 75 percent of the eligible costs of business planning and business support requirements is also available.

Maximum contribution to commercial enterprises is \$75 000 per project. (Exceptions may be made for Aboriginal community-owned businesses)

Contact:

Dave Coleman
Northern Representative
Aboriginal Business Canada
705-522-5100
Web site: <http://abc.gc.ca/>

Institutional Innovation Fund

Sponsoring Organization:

Canada Foundation for Innovation

Description:

Fund supports the strategic development of research at Canadian institutions. CFI promotes innovation and enables institutions, alone or in groups, to strengthen their research infrastructure in identified priority areas.

Eligible Clients:

Universities, colleges, hospitals and eligible not-for-profit organizations/institutions.

Eligible Costs:

Provides financial support to projects for the acquisition, modernization or development of research infrastructure may be considered – equipment, specimens, scientific collections, databases, housing and installations for use and servicing of theses things are included. Operating costs are not funded.

Terms:

Maximum 50% contribution. Funding up to 40% of eligible costs. Applicant must have matching funds in hand for eligible projects of less than \$250,000.

Contact:

Canada Foundation for Innovation

Phone: (613) 947-6496

Fax: (613) 943-0923

Web site: <http://www.innovation.ca/english/index/index.html>

New Opportunities

Sponsoring Organization:

Canada Foundation for Innovation

Description:

Supports new academic staff in areas essential to research development and to enhance educational and research mandates.

Eligible Clients:

Universities, colleges, hospitals and eligible not-for-profit organizations/institutions.
Individual researchers are not eligible.

Eligible Costs:

Supports for infrastructure costs. Operating costs and salaries not eligible.

Terms:

Supporting letters for current competition accepted until May 1, 1998.
Two or three other competitions to be held during next five years.

Contact:

Canada Foundation for Innovation

Phone: (613) 947-6496

Fax: (613) 943-0923

Web site: <http://www.innovation.ca/english/index/index.html>

Ontario Research and Development Challenge Fund

Sponsoring Organization:

Ministry of Energy, Science and Technology

Description:

The Government of Ontario has allocated \$500 million over 10 years to participate in the funding of research and development proposals. The fund is intended to support job creation and economic growth; promote world class research of interest to the private sector; encourage more collaboration between the private sector and research institutions; improve Ontario's ability to attract and keep world class researchers and skilled technicians; and to help Ontario universities and other research institutes compete for funding from the Canada Foundation for Innovation (CFI) and other federal research programs.

Eligible Clients:

- Publicly-assisted universities in Ontario
- Ontario hospitals
- Not-for-profit research institutes affiliated with an Ontario university or hospital
- Ontario colleges of applied arts and technology
- Other research institutions, consistent with the mandate of the ORDCF
- Consortia of the above, with one institution as the lead applicant

Eligible Costs:

- equipment and facilities
- databases
- funded or endowed research chairs or faculty positions
- skilled technical personnel

Terms:

- no restrictions on the maximum support provided by the ORDCF
- the private sector is required to contribute a minimum of one-third of the total proposal cost
- the ORDCF will initially match dollar-for-dollar funds from universities or other research institutions
- deadline for proposals for round-1 competition (1997-98) was January 30, 1998
- second call for proposals expected to be in spring of 1998.

Contact:

Tony Vander Voet
ORDCF Secretariat
Ministry of Energy, Science and Technology
56 Wellesley Street West, 11th Floor
Toronto, Ontario
M7A 2E7
Phone: 416-314-8209
Fax: 414-314-8224
Email: vandert@gov.on.ca
Web site: <http://www.ene.gov.on.ca/energy/index.htm>

Research and Development Fund

Sponsoring Organization:

Canada Foundation for Innovation

Description:

Designed to support smaller universities to strengthen their research infrastructure.

Eligible Clients:

Eligible institutions are universities that meet the CFI's general eligibility conditions and that received, during the 1994-96 period, less than 1% of the total sponsored research funding in Canadian universities. The CFI will use the data collected by CAUBO to determine eligibility.

Eligible Costs:

The Fund will be apportioned among institutions using a formula that gives equal weight to the following factors:

- total sponsored research funding;
- total sponsored research funding per full-time faculty member;
- rate of increase in sponsored research over the most recent five-year period;
- degrees granted per annum; and
- number of full-time faculty, in each case averaged over the most recent three-year period.

Each university is assigned an index for each factor which is the ratio of that university's factor to the median. Indices greater than 4.0 are assigned a value of 4.0. The sum of the five indices for an institution indicates the share of the Research Development Fund pool that is available to that institution.

Terms:

Institutions opting for RDF are not eligible for New Opportunities.
No deadline for accessing the fund.

Contact:

Canada Foundation for Innovation

Phone: (613) 947-6496

Fax: (613) 943-0923

Web site: <http://www.innovation.ca/english/index/index.html>

Technology Inflow Program

Sponsoring Organization:

National Research Council

Description:

A program of the Industrial Research Assistance Program (IRAP) of the National Research Council (NRC) which assists Canadian companies to bring foreign technology into Canada. TIP helps companies acquire technology in two ways: First, it offers information and advice on foreign sources, technology licensing and strategic partnerships, and visitor services through its specialized advisory services. Second, it provides modest financial support to primarily small and medium sized Canadian companies for certain eligible activities related to the acquisition of this foreign technology.

Eligible Clients:

Incorporated (or registered) Canadian companies with fewer than 500 employees. The firm must demonstrate to the ITA that it has a need for the technology being sought, that this technology is not available in Canada, and that the firm has the technical, financial, and managerial capability to assimilate the technology should acquisition be successful

Eligible Costs:

TIP provides advice to companies on technology sourcing, licensing and strategic partnerships. Industrial Research Assistance Program (IRAP) provides financial help to travel to investigate foreign technology.

Terms:

TIP funding is based on cost-sharing principles and covers costs associated with international travel and living expenses. Support for specific TIP projects will not normally exceed \$10,000.

Contact:

National Research Council Canada

Tel: 416-973-4484

Web site: <http://www.dfaid-maeci.gc.ca/english/trade/10104.htm>

Technology Partnerships Canada

Sponsoring Organization:

Department of Foreign Affairs and International Trade

Description:

Invests in small business in research and development, demonstration and market development in key growth sectors. Targets commercialization of near-market products and technologies.

Eligible Clients:

Industries such as environmental technologies, advanced manufacturing and biotechnology, aerospace and defense industries.

Eligible Costs:

Shares up-front research and development costs with industry. If products are successful government collects a royalty on sales.

Terms:

Repayable loans.

Contact:

Department of Foreign Affairs and International Trade

1-800-266-7531

Web site: http://www.ec.gc.ca/etad/tpc_e.html

Telecommunications Access Partnerships

Sponsoring Organization:

Ministry of Economic Development, Trade and Tourism

Description:

Provides assistance to encourage groups of users – business, economic sectors, public institutions and communities – to work together in innovative ways to develop and implement information highway projects.

Eligible Clients:

Broad based public/private sector groups or consortia based in Ontario.

Eligible Costs:

Funds provided to assist network implementation projects with clearly defined applications that meet user needs, including projects that provide less expensive ways to deliver services and collect, use and share information, particularly in rural areas and small communities.

Terms:

Up to approximately \$1 million available for individual projects that are completed by December 31, 1999. The current deadline for submitting proposals is June 1, 1998.

Contact:

Office of Telecommunications Infrastructure
Ministry of Economic Development, Trade and Tourism
56 Wellesley Street West, 11th Floor
Toronto, ON M7A 2E7
Tel: (416) 326-9643
Fax: (416) 326-9654
Web site: http://www.networks-ontario.com/e-telecom_access.htm

YOUTH PROGRAMS

Co-operative Education and Leading Edge Technology Tax Credits

Sponsoring Organization:

Ministry of Finance

Description:

The program allows eligible employers to claim a 10% (15% for small employers) refundable tax credit on eligible expenses for hiring students in a qualifying work placement and enrolled in a post-secondary qualifying education program at an Ontario university, college or in some cases private-sector vocational school.

Eligible Employers:

Incorporated or unincorporated businesses that have a place of business in Ontario and are subject to Ontario's personal or corporate income taxes. Businesses are small employers if their total payroll in the preceding year is \$400,000 or less. For businesses that have payrolls over \$400,000 but less than \$600,000, the tax credit rate will be between 10-15% as determined by a formula.

Eligible Students:

Students must be enrolled in a qualifying education program

Eligible Costs:

- Salaries and wages including taxable benefits paid to the student. Fees paid to an employment agency for the services of the student are also eligible.

Terms:

Qualifying work placements are work terms that are a qualifying co-op work placement (with a minimum of 10 weeks employment) or a qualifying leading-edge technology work placement (with a minimum of 10 weeks with an average of 24 hours per week). Qualifying education programs are co-op programs that meet criteria similar to those defined by the Canadian Association for Co-operative Education or a leading-edge technology education program that is in a certain field of study approved by the Ministry of Education and Training, such as engineering, mathematical and computer science, industrial/technological sciences, natural science, certain apprenticeships.

Contact:

Ministry of Finance
905-433-6513 Fax: 905-433-6747
Web site: <http://www.gov.on.ca/FIN/english/enghome.htm>

Economic Development Fund

Sponsoring Organization:

Office of Francophone Affairs

Description:

The Economic Development Fund invests in projects that promote and develop Ontario's francophone and bilingual force and resources. For fiscal 1997-1998, the Fund is set at \$500,000.

Objectives of the fund:

- to promote the added value of Ontario's French-language and bilingual skills and resources
- to develop innovative goods and services that reflect this high added value
- to give priority to projects by young entrepreneurs
- to promote alliances and partnerships between young entrepreneurs, businesses and not-for-profit institutions and organizations.

Eligible Clients:

Young francophone and bilingual Ontarians aged 18 to 29 who are working in partnership with or are sponsored by private companies, institutions or community organizations. Partnership projects involving groups of private companies, institutions and organizations are also eligible. Funding will not support individuals or single organizations or businesses and will not provide capital funding.

Eligible Costs:

- research and marketing
- trade missions
- promotional materials
- business networking

Terms:

The levels of investment vary with the applicant category

1. Young Entrepreneurs (aged 18 to 29)

The following projects may receive an investment of up to 70% of the eligible cost if the lead partner is an organization or business with a mission and activities aimed primarily at young francophone or bilingual people, or young francophone or

bilingual people make up over 50% of the lead partner, and the project is aimed primarily at young people. (the partners' contribution in cash and in kind must constitute at least 30% of the total costs of the project)

2. *Not-for-profit Organizations*

The following projects are eligible for an investment of up to 50% of the eligible costs if the lead partner is a not-for-profit organization with a mission involving francophone and bilingual community development; and the contribution from all private sector partners is less than 50% of the local contributions. (the partners' contribution in cash and in kind must constitute at least 50% of the total costs of the project)

3. *Private Companies*

The following projects may obtain an investment of up to 30% of the eligible costs if the lead partner is an entrepreneur or private corporation, and the contribution from private sector partners is more than 50% of the total contributions. (the partners' contribution in cash and in kind must constitute at least 70% of the total costs of the project)

Contact:

Office of Francophone Affairs

Telephone: 416-325-4944

Toll-free: 1-800-268-7507

Fax: 416-325-4980

Email: ofa@inforamp.net

Web site: <http://www.ofa.gov.on.ca/ofa/english/indexeng.htm>

Graduate Transitions Tax Credit

Sponsoring Organization:

Ministry of Finance

Description:

Program reimburses eligible businesses 10% of eligible costs up to a maximum credit of \$4,000 for each eligible post-graduate hired after May 6, 1997. Eligible business with salaries and wages totaling less than \$400,000 in a previous taxation year are eligible for an enhanced tax credit of up to 15% of eligible costs of new hires after December 31, 1997.

Eligible Employers:

- Incorporated and unincorporated businesses

Eligible Graduates:

- Unemployed recent post-secondary graduates

Eligible Costs:

- Salaries, wages, taxable benefits (amount shown on employee's T-4 slip)

Terms:

Credit is capped at \$4,000 per new hire over 12 months.

Contact:

Ministry of Finance

905-433-6513

905-433-6747 Fax

Web site: <http://www.gov.on.ca/FIN/english/enghome.htm>

Job Connect

Sponsoring Organization:

Ministry of Education and Training

Description:

Job Connect provides a streamlined service to assist unemployed people, especially youth, gain the skills and knowledge needed to find and keep jobs. Through the program, individuals can obtain information on careers and occupations, the local job market, training opportunities and job-search strategies. Individuals will learn to identify their skills, set goals, develop an action plan and look for appropriate jobs and training opportunities.

The program has three services:

- Information and Referral Services (IRS)
- Employment Planning and Preparation EPP)
- On the Job Training (OJT)

Eligible Clients:

People who are out of work and not in school and who want to learn about the local job market, training opportunities and occupations are eligible.

- IRS – anyone can use the service; priority may be given to unemployed persons who are not in school or involved in other training
- EPP – 16 years of age, out of school and out of work and not receiving Employment Insurance or Workers' Compensation Board benefits
- OJT – 16 years of age, out of school and work and not currently in a training program. If over 24 years of age, participants must also be receiving social assistance and have previously developed an action plan.

Terms:

Employers, who operate a business in Ontario, who are looking to hire staff and who are ready to provide on-the-job training, may be eligible to receive a training incentive.

Contact:

MET's Training Hot Line 1-800-387-5656

Web site: <http://www.edu.gov.on.ca/eng/training/cepp/cepp.html>

NRC Science Collaborative Research Internships

Sponsoring Organization:

National Research Council's Industrial Research Assistance Program (IRAP) will deliver the program through its 260 Industrial Technology Advisors in 190 communities from coast to coast

Description:

The National Research Council (NRC) Science Collaborative Research Internships will give up to 90 recent college and university graduates who are unemployed or underemployed a chance to work with small and medium-sized enterprises (SMEs) involved in collaborative research with NRC.

Eligible Clients:

The program accepts applications from recent graduates in science, engineering, technology, finance, administration, and marketing. Selected candidates with a background in science or technology will be matched with SMEs that are most in need of their skills and experience in developing or adapting products, processes and services. Graduates in business, marketing and other specialties will help firms develop markets for new or improved products, processes or services that result from collaboration with NRC.

Eligible Costs:

Internships will be for up to six months, available anywhere in Canada. Maximum support from IRAP will be \$9,800 for university graduates and \$9,200 for college graduates.

Terms:

- program will run from 1 April 1997 to 31 March 1999
- 40 interns will be selected in 1997-98
- 50 interns will be selected in 1998-99

Contact:

National Research Council

1-416-973-4484

Web site: <http://hr.nrc.ca:8080/hrb/jobprog.nsf/ProgE/SCRI>

Science and Technology Internship Program with SMEs

Sponsoring Organization:

National Research Council's Industrial Research Assistance Program will deliver the program through its 260 Industrial Technology Advisors in 190 communities from coast to coast, who will work in conjunction with regional agencies, Industry Canada's Aboriginal Business Canada, and the Industry Canada multi-media group.

Description:

The National Research Council's Science and Technology Internship Program will give 980 recent college and university graduates who are unemployed or underemployed an opportunity to work on science and technology projects for up to six months with small and medium-sized enterprises (SMEs). SMEs are defined as companies having up to 500 employees. The program is designed to assist participating SMEs in developing NRC technology, and provide valuable work experience for graduates that will help open the doors to future employment.

Eligible Clients:

Eligible applicants include recent graduates in science, engineering, technology, finance, administration, marketing and liberal arts. Interns will work on technical opportunities in the host firm, and on technology-related projects such as new product introduction, multi-media tools, market analysis and development, and improvement of customer services.

Eligible Costs:

Internships will be available anywhere in Canada. Maximum support from NRC's Industrial Research Assistance Program (IRAP) will be \$9,800 for university graduates and \$9,200 for college graduates.

Terms:

- under 1000 available opportunities
- the program will run from 1 April 1997 to 31 March 1999

Contact:

National Research Council

1-416-973-4484

Web site: <http://hr.nrc.ca:8080/hrb/jobprog.nsf/ProgE/STI>

Student Summer Job Action

Sponsoring Organization:

Human Resources Development Canada

Description:

Student Summer Job Action (SSJA) creates summer work experience for secondary and post-secondary students. A partnership program with private and not-for-profit groups, SSJA helps students find summer work through wage subsidies to employers, interest-free loans to students, promotional activities and information. Components of SSJA include:

Summer Career Placements - wage subsidies to private and not-for-profit employers to create career related summer jobs for students

Student Business Loans - interest-free loans of up to \$3 000 for students to start their own summer business. Business counseling, seminars and workshops on how to start a business are also provided

Partners in Promoting Summer Employment - a joint effort between the Government of Canada and business associations to promote student hiring in their communities.

Human Resource Centres for Students - located throughout Canada help students find summer jobs and offer group information sessions on resume writing, looking for a job, and preparing for an interview

Eligible Clients:

- secondary and post secondary students returning to full time studies who are legally entitled to work in Canada.

Eligible Sponsors:

- sponsors can include businesses, organizations (including not-for-profit, employer, professional and labour associations), public health and educational institutions, band/tribal councils and municipal governments

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: <http://youth.hrdc-drhc.gc.ca/ssja/emain.htm>

Summer Experience Program

Sponsoring Organization:

Management Board Secretariat

Description:

Summer Experience Program provides summer jobs in the Ontario government and its associated agencies, as well as with community groups. Jobs are available in a wide variety of areas, such as the following:

- fish and wildlife programs in provincial parks
- tourist attractions and information centres
- community-based recreation programs and
- administration of justice and law enforcement

Eligible Clients:

The program is available to young people who are:

- 15 - 24 years of age, up to 29 for a person with a disability
- an Ontario resident and eligible to work in Canada

Terms:

Participants are paid minimum wage.

Contact:

MET Training Hotline 1-800-387-5656

High school guidance offices

University and college student placement offices

Local Youth Employment Counseling Centre

HRCC for Students

Web site: <http://www.edu.gov.on.ca/eng/document/brochure/summejbe.html>

Summer Jobs Service

Sponsoring Organization:

Ministry of Education and Training

Delivered by Ministry of Northern Development and Mines in Northern Ontario

Description:

Program will support summer employment for youth by

- providing youth with information, knowledge and skills to find a job on their own
- provide employers with access to youth who are ready and willing to work in the summer
- provide employers with a \$2.00 per hour wage subsidy to hire youth in the summer.

Eligible Clients:

- students who are 15-24 years of age, up to 29 for persons with a disability
- planning to return to school in the fall
- residents of Ontario and eligible to work in Canada
- not currently working for the employer applying for subsidy (exception) youth whose part-time jobs will be increased to full-time (35 hrs/wk or more) while they are in program

Eligible Employers:

- employers operating and offering a job in Ontario in the private sector, non-profit or broader public sector (universities, schools, colleges, hospitals, municipalities)
- has Workplace Safety and Insurance coverage, or equivalent insurance, and third party liability insurance coverage

Contact:

Northern Development Officers (See Appendix)

MET Training Hotline

1-800-387-5656

Web site: <http://www.gov.on.ca/MNDM>

Youth Component (Aboriginal Business Canada)

Sponsoring Organization:

Industry Canada through Aboriginal Business Canada

Description:

Financial support for initiatives that encourage Aboriginal youth to get into business. This includes supporting entrepreneurship development and the application of information technology skills to business.

Eligible Clients:

Canadian status and non-status Indians, Inuit and Métis individuals between the ages of 18 and 29 years.

Eligible Costs:

Cost that clearly lead to entrepreneurship development of Aboriginal youth. Some examples include:

- youth awareness initiatives to encourage business as a career choice
- business skills training
- improving youth access to the Information Highway in rural and remote areas
- developing institutional partnerships to support the financing and development of youth entrepreneurship
- supporting access to new business opportunities such as the federal government's procurement initiative

Terms:

Maximum contribution possible is 60 percent of eligible capital and operating costs.

Up to 75 percent of the eligible cost of business planning and business support requirements is available.

Up to 75 percent of the eligible cost of entrepreneurial development initiatives is also available.

Contributions to commercial enterprises exceeding \$75 000 must be repaid in full.

Applicants must:

- develop a business plan
- have a minimum of 10 percent cash equity in the eligible cost of the proposed venture
- be actively involved in running the business and the business must demonstrate that it can support an appropriate salary

Applicants may be required to take additional training in management.

Contact:

Dave Coleman
Northern Representative
Aboriginal Business Canada
705-522-5100
Web site: <http://abc.gc.ca/>

Young Entrepreneur Financing Program

Sponsoring Organization:

Business Development Bank of Canada

Description:

The Young Entrepreneur Financing Program is aimed at giving start-up entrepreneurs between the ages of 18 and 34 a solid foundation to build a new business. Term financing of up to \$25,000 and 50 hours of tailor-made business management support help to ensure that entrepreneurs with commercially viable business proposals and excellent potential get their businesses off the ground.

Eligible Clients:

- entrepreneurs between 18 and 34 years of age
- be in a start-up phase
- have a commercially viable business idea
- have a proposal that has realistic market and sales potential
- have made or will make a reasonable personal investment in the business
- demonstrate key personal characteristics of successful entrepreneurs
- provide personal and credit references

Eligible Costs:

- to purchase assets
- for working capital
- to acquire a franchise

Terms:

- financing of up to \$25,000 for start-up

Contact:

Business Development Bank of Canada

1 888 463 6232

Web site: <http://www.bdc.ca>

Young Entrepreneurs Program

Sponsoring Organization:

Ministry of Economic Development, Trade and Tourism/Royal Bank
Delivered through Small Business Self-Help Offices/Enterprise Centres

Description:

Provides training and loans for young people to start-up a new business.

Eligible Clients:

- must be 18-29 years and not attending school full-time
- must be an Ontario resident, a Canadian Citizen, or have Landed Immigrant status in Canada
- must have completed one of the *Young Entrepreneurs Business Training Workshops* (consists of 12 hours of training) at one of the selected Self-Help Offices or Business Enterprise Centres (some applicants may be excused from the training provided the young person has an educational background in business/entrepreneurship)

Eligible Costs:

- must be a new business in Ontario (not registered longer than 3 months)
- business must be operational for 12 months; no seasonal businesses allowed
- business must be independent from other entities that direct how, when and where work is to be done

Terms:

- maximum loan up to \$7,500
- loan amortized over 5 years
- principal payments + interest begins immediately
- 30% cash equity required at time of loan application
- interest rates of Prime + 2% for full life of the loan
- no loan administration fee charged by Royal Bank for first 12 months; \$75 annual fee charged thereafter

Contact:

North Bay
705-474-0400
Fax 705-474-4493
1-800-465-6892

Sault Ste. Marie
705-759-5461
Fax 705-759-2185
1-800-565-4507

Timiskaming
705-672-5155
Fax 705-672-3200
1-800-361-2281

Sudbury
705-688-7582
Fax 705-671-6767
1-800-668-7582

Thunder Bay
807-622-3120
Fax 807-623-3962
1-800-668-9360

Timmins
705-264-3400
Fax 705-360-1394

Web site: <http://www.ontario-canada.com/>

Youth Internship Initiative

Sponsoring Organization:

FedNor

Description:

Designed to complement the federal government's Youth Employment Strategy and at the same time continue to support business oriented, not-for-profit organizations in their efforts to create a positive environment for the growth of small business. The initiative will do this by providing recent college and university graduates with meaningful work experiences in not-for-profit organizations who carry out community economic development activities and/or provide support services, information and skills training to entrepreneurs and small business across Northern Ontario.

Eligible Clients:

Employed:

- unemployed or underemployed youth (persons under the age of 30) who have graduated with a degree or diploma from a college or university within the last three years and are legally entitled to work in Canada

Employer:

- not-for-profit organizations
- aboriginal organizations
- women's not-for-profit organizations
- francophone not-for-profit organizations

Eligible Costs:

Eligible costs are the incremental costs incurred by the organization as a direct result of the internship. These costs include wages and mandatory employment related benefits, up to a maximum of \$2 000/month for a maximum of 12 months, and other incremental costs approved by FedNor. The contribution toward wages for agreements of less than twelve months will be prorated accordingly.

Terms:

FedNor will contribute up to 90 % of the cost of the internship to a maximum of \$25 000 for a period of up to 12 months.

Contact:

FedNor offices (see Appendix)

Web site: <http://strategis.ic.gc.ca/fednor/engdoc/homepage.html>

Youth Internship Canada

Sponsoring Organization:

Human Resources Development Canada

Description:

HRDC provides contribution funds to private and public sector associations and non-governmental organizations to develop projects which offer unemployed and underemployed youth positions in their local labour market and in emerging and growth sectors of the economy. Internships provide work experiences, in Canada and abroad, in key areas such as science and technology and international trade and development. This initiative also responds to the needs of First Nations and Inuit youth.

Eligible Clients:

- young people (normally under the age of 30) who are unemployed, out of school and legally entitled to work in Canada.
-

Eligible Sponsors:

- sponsors can include businesses, organizations (including not-for-profit, employer, professional and labour associations), public health and educational institutions, band/tribal councils and municipal governments

Terms:

- selection of projects is based on key elements such as local community needs, targeted group selection, relevant skills and experience, possibility of long-term employment, contributions of sponsors/partners and funding available

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: <http://youth.hrdc-drhc.gc.ca/ythprg/intern.shtml>

Youth Service Canada

Sponsoring Organization:

Human Resources Development Canada

Description:

Youth Service Canada develops work opportunities for youth who face greater barriers to entering the labour market through participation in community service projects. Through meaningful service projects designed and implemented by experienced community-based groups, young people acquire valuable job and life skills while strengthening their sense of accomplishment and their attachment to their community.

Eligible Clients:

- young people (normally under the age of 30) who are unemployed, out of school and legally entitled to work in Canada.

Eligible Sponsors:

- sponsors can include businesses, organizations (including not-for-profit, employer, professional and labour associations), public health and educational institutions, band/tribal councils and municipal governments

Terms:

- selection of projects is based on key elements such as local community needs, targeted group selection, relevant skills and experience, possibility of long-term employment, contributions of sponsors/partners and funding availability.

Contact:

Human Resource Centres of Canada (see Appendix)

Web site: <http://youth.hrdc-drhc.gc.ca/ythprg/comm.shtml>

APPENDICES

Community Futures Development Corporations

| | |
|--|--|
| Atikokan 807-597-2757 1-888-334-2332 807-597-2726 Fax | Ear Falls/Red Lake 807-229-2059 807-222-3147 Fax |
| Rainy River District 807-274-3276 807-274-6989 Fax | Thunder Bay Area 807-623-9355 807-623-8036 Fax |
| Ignace/Dryden/Sioux Lookout 807-934-2258 1-800-221-8663 807-934-6585 Fax | Kenora 807-467-4640 807-467-4645 Fax |
| Nakina/Geraldton/Long Lac/Beardmore 807-854-2273 807-854-2474 Fax | Terrace Bay/Schreiber 807-825-4505 807-825-9664 Fax |
| North Claybelt/Kapuskasing 705-337-1407 1-888-289-4233 705-337-6285 Fax | Timmins 705-268-6624 1-800-966-9461 705-268-5231 Fax |
| Ontario/James Bay/Hudson Bay Coast 705-658-4428 1-800-989-4850 705-658-4672 Fax | East Nipissing 705-476-8822 1-888-476-8822 705-495-6038 Fax |
| Manitoulin/Espanola 705-285-4275 1-800-665-2248 705-285-4584 Fax | Kirkland Lake 705-567-3331 705-567-6565 Fax |
| Manitoulin Island Lacloche Area 705-282-3215 1-800-461-5131 705-282-2989 Fax | South Temiskaming 705-672-5161 or 672-3021 705-672-5959 Fax |
| North Shore of Lake Huron 705-842-3605 705-842-3742 Fax | Sault Ste Marie 705-942-8548 705-942-0274 Fax |

Wawa/Chapleau/White River/Dubreuville
705-856-1105
1-800-387-5776
705-856-1107 Fax

Blind River
705-356-1152
705-356-1711 Fax

Hearst/Constance Lake/Mattice/Hornepayne/
Timmins/James Bay
705-362-7355
1-800-655-5769
705-362-8246 Fax

Parry Sound Area
705-746-4455
1-888-746-4455
705-746-4435 Fax

Sudbury
705-967-0194
1-888-783-3278
705-967-0067 Fax

FedNor Offices

Sault Ste. Marie
705-942-1327
1-800-461-6021
705-942-5434 Fax

Sudbury
705-671-0711
1-800-461-4079
705-671-0717 Fax

Thunder Bay
807-626-1800
1-800-465-6870
807-623-5392 Fax

Human Resources Centres Canada

Dryden
807-223-2321

Geraldton
807-854-0635
1-800-465-0965
807-854-1485 Fax

Marathon
807-229-0959
1-800-465-5304
807-229-0487 Fax

Parry Sound
705-746-9374
705-746-5331 Fax

Sault Ste. Marie
705-941-4500
707-941-4545 Fax

Sturgeon Falls
705-753-0800
705-753-1631 Fax

Timmins
705-267-6271
705-267-7099 Fax

Kenora
807-467-5700
807-478-6209 Fax

New Liskeard
705-647-6741
705-647-5679 Fax

North Bay
705-472-3700
705-472-0870 Fax

Sudbury
705-670-6600
705-670-6699 Fax

Thunder Bay
807-346-2000
807-346-2132 Fax

| Community | NDO | Phone | Fax |
|------------------|---------------------|----------------|----------------|
| Blind River | Carla McDowell | (705) 356-2226 | (705) 356-2600 |
| Sault Ste. Marie | Doug Clute | (705) 945-5838 | (705) 945-5931 |
| Wawa | Christopher Gleeson | (705) 856-2354 | (705) 856-4451 |
| Chapleau | Garry Bruneau | (705) 864-1515 | (705) 864-2097 |
| Elliot Lake | Carla McDowell | (705) 848-7133 | (705) 848-2408 |
| Sudbury | Renée Latulippe | (705) 670-7316 | (705) 670-7313 |
| Espanola | Renée Latulippe | (705) 869-1532 | (705) 869-5602 |
| Parry Sound | Esther Taylor | (705) 746-4296 | (705) 746-2033 |
| Mindemoya | Vacant | (705) 377-5396 | (705) 377-5280 |
| North Bay | Gary Elsey | (705) 494-4167 | (705) 494-4069 |
| Sturgeon Falls | Dan Richard | (705) 753-2900 | (705) 753-2717 |
| New Liskeard | Anne Marie Leroy | (705) 647-7392 | (705) 647-8462 |

Northern Development Advisors

Kenora and Area

| | |
|--|--------------|
| Don Cameron (Business/Industry) | 807-468-2938 |
| Fred Richardson (Aboriginal/Natural Resources) | 807-468-2513 |
| Mike Furlong (Tourism) | 807-223-7601 |

North Bay and Area

| | |
|--------------------------------------|--------------|
| Anne Marie LeRoy (Business/Industry) | 705-647-7392 |
| Mark Vincent (Tourism) | 705-494-4163 |
| Bill Hagborg (Natural Resources) | 705-494-4170 |

Sault Ste Marie

| | |
|--|--------------|
| Wayne Nakamura (Natural Resources) | 705-945-5839 |
| Dave Head (Business/Industry) | 705-945-5837 |
| Johnny Yesno (Aboriginal) | 705-945-5910 |
| John Payne (Tourism) | 705-945-5913 |
| Darryl Wells (Agriculture and Rural Affairs) | 705-945-5834 |

Sudbury and Area

| | |
|---|--------------|
| Paul Bewick (Natural Resources) | 705-670-7146 |
| Mary Ellen Norry Carr (Agriculture and Rural Affairs) | 705-670-7144 |
| Glenn Warren (Tourism) | 705-670-7054 |

Thunder Bay and Area

| | |
|--|--------------|
| Doug Melville (Business/Industry) | 807-475-1530 |
| Angus MacDonald (Aboriginal) | 807-475-1639 |
| Dave Van Wagoner (Tourism) | 807-475-1483 |
| Jean Riddell (Agriculture and Rural Affairs) | 807-475-1220 |
| Dave Dasti (Natural Resources) | 807-475-1773 |

Timmins

| | |
|----------------------------------|--------------|
| Jeffrey Pinkney (Tourism) | 705-235-1665 |
| David Shaw (Business/Industry) | 705-235-1658 |
| R. N. Kervin (Natural Resources) | 705-235-1657 |

OMAFRA – Northern Offices

Emo
807-482-2310
807-482-2864 Fax

Dryden
807-223-2415
807-223-2825 Fax

New Liskeard
705-647-6701
705-647-7993 Fax

Thunder Bay
807-475-1631
807-475-1219 Fax

Verner
705-594-2312
1-800-461-6132
705-594-9675 Fax

Northern Development Officers

| Community | NDO | Phone | Fax |
|------------------|-------------------|----------------|----------------|
| Fort Frances | Dave Bourgeault | (807) 274-5329 | (807) 274-8729 |
| Rainy River | Dave Bourgeault | (807) 852-3287 | (807) 852-3938 |
| Dryden | Vacant | (807) 223-8500 | (807) 223-8502 |
| Kenora | Patricia Pearson | (807) 468-2804 | (807) 468-2941 |
| Ignace | Serge Cossais | (807) 934-2260 | (807) 934-6569 |
| Red Lake | Randy Ronnebeck | (807) 727-2870 | (807) 727-2946 |
| Sioux Lookout | Frank Bastone | (807) 737-1318 | (807) 737-3419 |
| Marathon | Maurice Fenelon | (807) 229-1153 | (807) 229-1592 |
| Geraldton | Guylene Levesque | (807) 854-0266 | (807) 854-0466 |
| Manitouwadge | Maurice Fenelon | (807) 826-3227 | (807) 826-4592 |
| Nipigon | Guylene Levesque | (807) 887-3230 | (807) 887-2993 |
| Atikokan | Francesco Morelli | (807) 597-2701 | (807) 597-1544 |
| Thunder Bay | Wayne McLellan | (807) 475-1647 | (807) 475-1589 |
| Cochrane | Yvon Charette | (705) 272-4274 | (705) 272-3489 |
| Hearst | Joanne Coulombe | (705) 362-4358 | (705) 362-7011 |
| Kirkland Lake | Fern Poupart | (705) 567-3291 | (705) 567-5066 |
| Iroquois Falls | Lynda Peever | (705) 232-4001 | (705) 232-6553 |
| Kapuskasing | Vacant | (705) 335-6008 | (705) 335-8765 |
| Moosonee | Bruce Morrison | (705) 336-2991 | (705) 336-2853 |
| Timmins | Murray Morello | (705) 235-1656 | (705) 235-1660 |

Compendium of Economic Development Programs and Services

ADDENDUM

**Regional Economic Development Unit
Ministry of Northern Development and Mines**

May 14, 1998

Ontario Aboriginal Economic Development Program

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

The Ontario Aboriginal Economic Development Program is designed to encourage and promote Aboriginal economic development throughout Ontario. The program supports Aboriginal participation in market opportunities, business development, advancing economic strategies, and supporting market-based employment and on-the-job training opportunities. Features of the redesigned OAEDP include program administration by an Aboriginal organization, and project funding decision-making by the Aboriginal Provincial and Territorial Organizations.

Eligible Clients:

First Nations; community-based, non-profit corporations; regional and territorial Aboriginal organizations; and Metis communities. Unincorporated, non-profit organizations are eligible to apply to the economic capacity building component of the program if sponsored by an Aboriginal non-profit corporation.

Eligible Costs:

Eligible projects include business start-ups and expansions, and economic capacity building projects.

Terms:

The maximum funding per project is \$35,000. This program is delivered in a two-phased application process, generally once per year.

Contact:

Dawn McKay, OAEDP Administration
Nishnawbe-Aski Nation

(807) 623-8228

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Ontario Native Community Infrastructure Program (ONCIP)

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

This program provides assistance with the construction, acquisition, and renovation of community centres and Friendship Centres across Ontario, as well as, funding for community centre feasibility studies. These facilities allow communities to provide essential community support and preventative services, social and recreation opportunities, and healthy activities and alternatives for youth.

Eligible Clients:

First Nations; non-profit Aboriginal organizations; and Friendship Centres. Applicants must be incorporated for at least two years before applying and demonstrate a record of sound financial management capacity.

Eligible Costs:

- capital projects
- feasibility studies

Terms:

Funding of up to \$250,000 is available for capital projects, and up to \$50,000 for feasibility studies.

Contact:

Area Manager, Elaine Lynch
Tel: (807) 475-1635
Fax: (807) 475-1297

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Special Projects and Services Grants Program (SPSG)

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

This program assists in the advancement and development of Aboriginal self-reliance. This is achieved through organizational capacity building, leadership development, management systems development and improvement, assistance in socio-economic development, and heritage and cultural preservation and enrichment.

Eligible Clients:

Incorporated Aboriginal groups and First Nations.

Eligible Costs:

Eligible expenses vary between grant categories.

Terms:

SPSG generally funds up to 80% of the total eligible project costs to a maximum of \$20,000.

Contact:

Area Manager, Elaine Lynch

Tel: (807) 475-1635

Fax: (807) 475-1297

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Native Small Business Centres Program (NSBC)

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

This program provides assistance with the construction and development of small business centres and business parks as part of an Aboriginal community's overall economic development strategy. The program also provides funding for business centre feasibility studies. Small Business Centres seed the development of market based economic activity, support entrepreneurial activities, and provide opportunities for business development in Aboriginal communities.

Eligible Clients:

First Nations; and Aboriginal non-profit community organizations. Applicants must be incorporated at least two years before applying and demonstrate a record of sound financial management.

Eligible Costs:

- capital costs for the construction of small business centres and business parks
- business centre feasibility studies

Terms:

Funding of up to \$250,000 is available for capital projects, and up to \$50,000 for feasibility studies.

Contact:

Area Manager, Elaine Lynch

Tel: (807) 475-1635

Fax: (807) 475-1297

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Compendium of Economic Development Programs and Services

ADDENDUM

**Regional Economic Development Unit
Ministry of Northern Development and Mines**

May 14, 1998

Ontario Aboriginal Economic Development Program

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

The Ontario Aboriginal Economic Development Program is designed to encourage and promote Aboriginal economic development throughout Ontario. The program supports Aboriginal participation in market opportunities, business development, advancing economic strategies, and supporting market-based employment and on-the-job training opportunities. Features of the redesigned OAEDP include program administration by an Aboriginal organization, and project funding decision-making by the Aboriginal Provincial and Territorial Organizations.

Eligible Clients:

First Nations; community-based, non-profit corporations; regional and territorial Aboriginal organizations; and Metis communities. Unincorporated, non-profit organizations are eligible to apply to the economic capacity building component of the program if sponsored by an Aboriginal non-profit corporation.

Eligible Costs:

Eligible projects include business start-ups and expansions, and economic capacity building projects.

Terms:

The maximum funding per project is \$35,000. This program is delivered in a two-phased application process, generally once per year.

Contact:

Dawn McKay, OAEDP Administration

Nishnawbe-Aski Nation

(807) 623-8228

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Ontario Native Community Infrastructure Program (ONCIP)

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

This program provides assistance with the construction, acquisition, and renovation of community centres and Friendship Centres across Ontario, as well as, funding for community centre feasibility studies. These facilities allow communities to provide essential community support and preventative services, social and recreation opportunities, and healthy activities and alternatives for youth.

Eligible Clients:

First Nations; non-profit Aboriginal organizations; and Friendship Centres. Applicants must be incorporated for at least two years before applying and demonstrate a record of sound financial management capacity.

Eligible Costs:

- capital projects
- feasibility studies

Terms:

Funding of up to \$250,000 is available for capital projects, and up to \$50,000 for feasibility studies.

Contact:

Area Manager, Elaine Lynch

Tel: (807) 475-1635

Fax: (807) 475-1297

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Special Projects and Services Grants Program (SPSG)

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

This program assists in the advancement and development of Aboriginal self-reliance. This is achieved through organizational capacity building, leadership development, management systems development and improvement, assistance in socio-economic development, and heritage and cultural preservation and enrichment.

Eligible Clients:

Incorporated Aboriginal groups and First Nations.

Eligible Costs:

Eligible expenses vary between grant categories.

Terms:

SPSG generally funds up to 80% of the total eligible project costs to a maximum of \$20,000.

Contact:

Area Manager, Elaine Lynch

Tel: (807) 475-1635

Fax: (807) 475-1297

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

Native Small Business Centres Program (NSBC)

Sponsoring Organization:

Ministry of Citizenship, Culture, and Recreation

Description:

This program provides assistance with the construction and development of small business centres and business parks as part of an Aboriginal community's overall economic development strategy. The program also provides funding for business centre feasibility studies. Small Business Centres seed the development of market based economic activity, support entrepreneurial activities, and provide opportunities for business development in Aboriginal communities.

Eligible Clients:

First Nations; and Aboriginal non-profit community organizations. Applicants must be incorporated at least two years before applying and demonstrate a record of sound financial management.

Eligible Costs:

- capital costs for the construction of small business centres and business parks
- business centre feasibility studies

Terms:

Funding of up to \$250,000 is available for capital projects, and up to \$50,000 for feasibility studies.

Contact:

Area Manager, Elaine Lynch
Tel: (807) 475-1635
Fax: (807) 475-1297

Web site: <http://www.gov.on.ca/MCZCR/english/citdiv/aborigin/programs.htm>

3 1761 115479206

